

# **Next Michigan Development Act**



**Transportation Committee  
Michigan House of Representatives**  
September 24, 2009



# Next Michigan Development Act Legislation

## Summary | 2009

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The Next Michigan Development Act (NMDA) Legislation would provide the economic incentives necessary to develop the underutilized land and vacant warehouse facilities surrounding Detroit Metro and Willow Run Airports. Similar to the Wixom and Dunkin Aviation bills, the NMDA Legislation would provide incentives to enable the development of the Aerotropolis. In time, the entire I-94 corridor from Ann Arbor to Detroit could become a national and international magnet for new businesses.

### Eligible Entity To Offer Incentives

- A PA 7 entity applies to State for designation as "Next Michigan Development Corporation" (NMDC)
- Only a PA 7 entity formed by Interlocal Agreement (ILA) for economic development purposes among local government parties, with at least one county party, is eligible to apply for NMDC status.
- PA 7 corporation is granted NMDC status and is empowered to offer incentives.

### Qualifying Businesses

- MEGA-eligible companies plus "multi-modal commerce" companies (companies engaged in the movement of products, information or services via air, roads, rail or water) are eligible to receive the tax incentives.

### Implementing Legislation

- Renaissance Zone Act amendments:
  - NMDC would be entitled to seek MSF approval for not more than 12 company-based renaissance zones similar to current law, the number based upon the number of ILA parties.
  - The company-based renaissance zones could be located anywhere within the NMDC territory (subject to local approvals required by the ILA creating the NMDC).
  - Company-based renaissance zones could be expanded with the approval of the MSF President, provided that the area of the renaissance zone, including all expansions, could not exceed 2,000 acres.
- Next Michigan Development Act (new):
  - 10 NMDCs available statewide for designation, but only for eligible PA 7 entities.
  - MSF Board approves of NMDC designation within 40 days of receiving application
  - Criteria for approval are highest unemployment levels, greater number of ILA parties, comprehensive business plan, state or regional asset, public and private commitment.
  - A designated NMDC may use the 4 incentives (RZ, 198, 328, TIF)
- Tax Abatement Statutes (1974 PA 198 and 1893 PA 206):
  - NMDC may grant real and personal property abatements to qualifying businesses.
- Local Development Finance Act (1986 PA 281):
  - Permits a NMDC to create a multi-jurisdictional LDFA, as in current law.
  - Mimics SmartZone provisions in current law, i.e., the NMDC development areas can be given SmartZone characteristics.

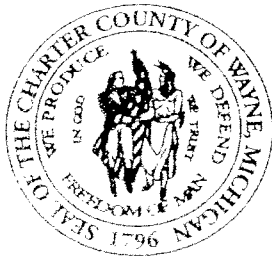


## Next Michigan Development Act Legislation | Talking Points | 2009

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- The Next Michigan Development Act (NMDA) Legislation would provide the economic incentives necessary to develop the underutilized land and vacant warehouse facilities surrounding Detroit Metro and Willow Run Airports.
- Similar to the Wixom and Dunkin Aviation bills, the NMDA Legislation would provide the incentives necessary to enable the development of the Aerotropolis. In time, the entire I-94 corridor from Ann Arbor to Detroit could become a national and international magnet for new businesses.
- The NMDA incentives would allow qualified Michigan development initiatives to more effectively compete on a national and global basis by: 1) broadening the range of companies eligible to receive incentives; 2) providing greater flexibility to spend public money on infrastructure that directly meets business needs; and 3) fostering a more regional and streamlined approach to business attraction.
- The proposed legislation provides for the designation of a certain number of Next Michigan Development Corporations (NMDCs) that would be eligible to utilize a toolbox of incentives to attract new businesses meeting the MEGA "eligible business" definition. The draft legislation expands the definition of businesses eligible for current MEGA incentives to include companies engaged in the movement of products, information or services via air, roads, rail or water ("multi-modal commerce").
- In order for an entity to become designated as an NMDC and be able to access the incentives offered under the legislation, the economic development entity applying must have at least one county party as an applicant.
- Several economic development tools will be accessible to NMDC's, most notably Renaissance Zone designation. NMDC's will be eligible to receive the number of company specific Renaissance Zones equal to the number of parties to their inter-local agreement plus one extra for each county party, up to a maximum of 12 company specific zones. In addition, NMDC's will be eligible for incentives under other existing state and local incentive programs.
- The Renaissance Zones in the NMDA legislation would allow an NMDC to market pre-defined geographic areas as tax abatement districts. Each company within a zone must be authorized on an individual basis.
- An 'anti-poaching' provision will be maintained in the NMDA legislation which will continue to ensure that incentives will only be available to new companies or business locations coming into Michigan or to existing Michigan companies that are materially expanding their operations within the state.





Robert A. Ficano  
County Executive

Wayne County Building  
600 Randolph - Suite 349  
Detroit, Michigan 48226  
(313) 224-0286  
Fax (313) 967-6558

September 23, 2009

The Honorable Pam Byrnes  
State Representative  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909-7514

Dear Representative Byrnes,

As Wayne County Executive and a member of the Aerotropolis Task Force, I am writing to express my full support for the Next Michigan Development Act Legislation, House Bills 5341-5346. This legislation is not only vital to the success of the Detroit Region Aerotropolis, but also to diversifying the entire Michigan economy by attracting new companies and jobs to promising economic development areas throughout the state.

Wayne County has been working with its local municipalities, Washtenaw County, the Airport Authority, and our private sector partners for several years to develop a collective vision for our region. We all acknowledge the tremendous opportunity presented by the Aerotropolis concept in utilizing our world class airport system. We are also aware that our chances of success are much stronger if we work together rather than in competition with one another. As such, we are proud to have entered into an Act 7 Urban Cooperation Act agreement that will create an Aerotropolis Development Corporation, charged with attracting new business to Michigan and with branding the region at a level much greater than can be done if we work separately.

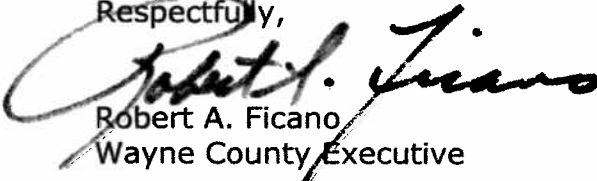
Having visited Louisville, Dallas, and other Aerotropolis developments across the globe, I know that it will be difficult for us to succeed without strong support from our leadership in Lansing. With your support, we present the opportunity to generate over 60,000 jobs in the Aerotropolis region and millions in tax base for our communities and the State of Michigan. Not only does the Aerotropolis promise good jobs for our citizens, but it also has the potential to counter the "brain drain" of young, talented Michigan workers.

The Next Michigan Development Act legislation is an opportunity to support the Aerotropolis and other tangible initiatives with real benefits to Michigan.

Page 2  
State Representative Pam Byrnes  
September 23, 2009

I ask that you and your colleagues adopt the Next Michigan Development Act legislation so that we can revive the Michigan economy, move the Aerotropolis and other promising economic development initiatives forward, and build a better future for all Michigan citizens.

Respectfully,



Robert A. Ficano  
Wayne County Executive





## WASHTENAW COUNTY

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September 17, 2009

The Honorable Pam Byrnes  
State Representative  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909-7514

Dear Representative Brynes,

As members of the Aerotropolis Task Force and citizens of the Detroit region, we are writing to express our full support for the Next Michigan Development Act legislation, House Bills 5346-5351. This legislation is not only vital to the success of the Detroit Region Aerotropolis, but also to diversifying the entire Michigan economy by attracting new companies and jobs to promising economic development areas throughout the state.

These six bills create the Next Michigan Development Act and amend five economic development statutes to provide incentives to regional economic development entities created under the Urban Cooperation Act that wish to leverage a unique state asset or redevelop a distressed area within their boundaries. Regional entities from around the state are able to compete for the Next Michigan Development designation and utilize the following tools: Renaissance Zones, PA 298 and PA 328 tax abatements and Tax Increment Financing.

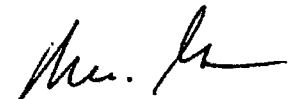
The Next Michigan Development Act incentives allow economic development initiatives around Michigan to more effectively compete on a national and global basis for the following reasons:

- Tax abatements can be offered to a broader range of companies to attract high wage jobs to the state.
- There will be greater flexibility to spend tax increment financing revenues on infrastructure that directly meets business needs.
- The legislation fosters a more regional and streamlined approach to business attraction.

This is an opportunity to support tangible initiatives with real benefits to Michigan. There is great potential to utilize some of our state's most valuable assets to create a new image for our state. By leveraging Detroit Metro and Willow Run airports, the Aerotropolis in particular has the potential to bring 64,000 new jobs to the region and more than \$10 billion of annual economic activity. It is also projected to have a significant fiscal impact at the State, County, and Local levels.

We ask that you and your colleagues adopt the Next Michigan Development Act legislation so that we can revive the Michigan economy, move the Aerotropolis and other promising economic development initiatives forward, and build a better future for our citizens.

Respectfully,



Robert E. Guenzel  
County Administrator



Rolland Sizemore, Jr.  
Chair, Board of Commissioners



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LOU ANNA K. SIMON, Ph.D.  
Michigan State University

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Huntington National Bank

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Plastipak Holdings, Inc.

CHRYSLER LLC

September 23, 2009

The Honorable Pam Byrnes  
State Representative  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909-7514

Dear Representative Byrnes,

As a member of the Aerotropolis Task Force and a supporter of the Detroit Region Aerotropolis Initiative, I am writing to express my support for the Next Michigan Development Act legislation, House Bills 5346-5351. I'm sorry I am unable to attend your committee hearing on this important issue. This legislation is not only vital to the success of the Detroit Region Aerotropolis, but also to diversifying the entire Michigan economy by attracting new companies and jobs to promising economic development areas throughout the state.

In June, after several years of research and collaboration, nine communities signed an interlocal agreement to create the Aerotropolis Development Corporation (ADC). These communities include: Wayne and Washtenaw counties, the city of Romulus, city of Taylor, city of Ypsilanti, city of Bellville, VanBuren Township, Huron Township, and Ypsilanti Township. The ADC will also include partnerships and board members from the private sector. An effort of this magnitude is unprecedented and serves as a model of how multiple communities can come together to collaborate on economic development initiatives.

The ADC serves as an economic development entity that will provide strong and consistent leadership, unified marketing and branding, and a central point of entry for businesses interested in locating in the Aerotropolis area. I believe this unified and collaborative approach to business attraction will help us leverage the Detroit Metro and Willow Run Airports as unique assets for the region.

The Next Michigan Development Act legislation would not only help create a successful Detroit Region Aerotropolis, but other communities around the state who want to join forces with their neighboring communities to create regional economic development initiatives would be eligible to compete for these incentives as well. This version of the legislation is no longer specific to air-commerce activities only because we believe other regions of the state should also have the opportunity to leverage key assets to drive economic development initiatives that support business attraction and economic diversification.

As an economic development magnet, we believe the Detroit Region Aerotropolis will also benefit the city of Detroit and its redevelopment efforts. We are strong supporters of the city of Detroit and we recognize that the success of the city and our other urban centers is essential to the long term viability of our state. It's important to note that over 2,000 Detroit Metro Airport employees are residents of the city of Detroit. As an added benefit, we expect larger numbers of city residents to have job opportunities surrounding the airport.

According to a study by the global real estate and investment firm Jones Lang LaSalle, the Detroit Regional Aerotropolis has the potential to serve as a catalyst for creating over 60,000 new jobs and \$10 billion of additional annual economic activity in the region. The Next Michigan Development Act incentives are essential to help make this happen.

I urge you and your colleagues to show your commitment to collaborative regional economic development initiatives by supporting the Next Michigan Development Act legislation.

Sincerely,

A handwritten signature in black ink, appearing to read 'D. Rothwell', with a stylized flourish at the end.

Doug Rothwell  
President and CEO

cc: Representative Andrew Kandrevas  
Representative Marie Donigan  
Representative Doug Geiss  
Representative Marty Griffin  
Representative Harold Haugh  
Representative Gabe Leland  
Representative Judy Nerat  
Representative Roy Schmidt  
Representative Coleman Young II  
Representative Paul Opsommer  
Representative Jase Bolger  
Representative Larry DeShazor  
Representative Marty Knollenberg  
Representative Tom Pearce  
Representative Wayne Schmidt  
Representative Paul Scott



DETROIT METRO • WILLOW RUN  
WAYNE COUNTY AIRPORT AUTHORITY

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ph 734 942 3550  
fax 734 942 3793  
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September 23, 2009

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Michigan House of Representatives  
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Lansing, MI 48909-7514

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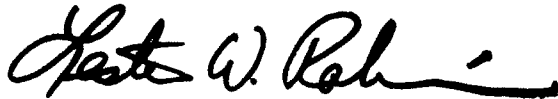
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This is an opportunity to support tangible initiatives with real benefits to Michigan. There is great potential to utilize some of our state's most valuable assets to create a new image for our state. By leveraging Detroit Metro and Willow Run airports, the Aerotropolis in particular has the potential to bring 64,000 new jobs to the region and more than \$10 billion of annual economic activity. It is also projected to have a significant fiscal impact at the State, County and Local levels.

I ask that you and your colleagues adopt the Next Michigan Development Act legislation so that we can revive the Michigan economy, move the Aerotropolis and other promising economic development initiatives forward, and build a better future for our citizens.

Respectfully,

A handwritten signature in black ink, appearing to read "Lester W. Robinson", with a stylized flourish at the end.

Lester W. Robinson  
Chief Executive Officer

# Walbridge

September 23, 2009

The Honorable Pam Byrnes  
State Representative  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909-7514

VIA FAX: 517.373.5783

Dear Representative Byrnes,

As a member of the Aerotropolis Task Force and a citizen of the Detroit region, I am writing to express my full support for the Next Michigan Development Act legislation, House Bills 5346-5351. This legislation is not only vital to the success of the Detroit Region Aerotropolis, but also to diversifying the entire Michigan economy by attracting new companies and jobs to promising economic development areas throughout the state.

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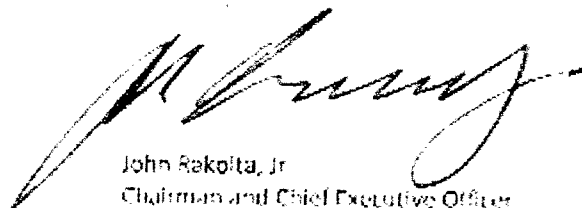
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Ask that you and your colleagues adopt the Next Michigan Development Act legislation so that we can revitalize the Michigan economy, move the Aerotropolis and other promising economic development initiatives forward, and build a better future for our citizens.

Respectfully,



John Rakolta, Jr.  
Chairman and Chief Executive Officer





# City of Romulus

ALAN R. LAMBERT  
Mayor

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PAMELA MORRISON-KERSEY  
Treasurer  
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September 22, 2009

The Honorable Pam Byrnes  
Speaker Pro Tem of the Michigan House of Representatives  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909-7514

Dear Speaker Pro Tem Byrnes,

For the City of Romulus and our citizens, the Detroit Region Aerotropolis project offers an exciting opportunity to attract new jobs and investments to Michigan, especially to communities throughout southeast Michigan and along the corridor from downtown Detroit to Ann Arbor and beyond.

Legislation before your committee, House Bills 5346-5351, will give the Aerotropolis project as well as other similar projects across Michigan the resources they need to attract new investments, new economic development and new jobs to our state.

**For these reasons, the City of Romulus supports these bills and further invites the Legislature to act quickly to pass this legislation, the Next Michigan Development Act, because of its ability to give Michigan a unique and long-lasting advantage in an increasingly competitive and fast-moving global economy.**

Romulus joins our regional partners on the Aerotropolis Task Force, as well as communities throughout Michigan, in thanking you and your committee for the work you have done on this issue. As you know, estimates indicate that the Aerotropolis project could potentially bring \$10 billion and more than 60,000 jobs every year to Michigan. These are revenues and jobs that our state and citizens need in these tough economic times. We must act quickly to bring them to Michigan.

For Romulus and our neighbors in southeast Michigan, the legislation before your committee will give us the support we need to develop local assets and make our region more attractive to businesses and investments from around the world. The NMDA legislation helps local communities because it provides critical incentives to develop land, property, infrastructure and more, including distressed assets, that can serve the multiple purposes of attracting new businesses in addition to strengthening our communities.

WILLIAM J. WADSWORTH  
Councilman

RANDOLPH GEAR  
Mayor Pro Tem

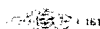
LEROY D. BURCROFF  
Councilman

WILLIAM A. CROVA  
Councilman

ELLEN CRAIG-BRAGG  
Councilwoman

JOHN BARDEN  
Councilman

HARRY CROUT  
Councilman





# *City of Romulus*

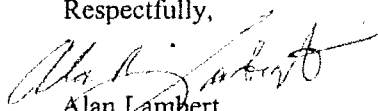
Under the NMDA, tax abatements and incentives can be offered to a broader range of companies to attract more investments and generate more jobs. It provides greater flexibility so local communities can undertake more projects, including infrastructure projects, that offer economic benefits. It also encourages regional cooperation, reducing red tape and making Michigan a more attractive place to do business.

**Michigan is in a fight for jobs. The NMDA legislation is a critical tool that can give our state an advantage in the race for new investments, economic development projects and much-needed jobs.**

I ask that you support House Bills 5346-5351 and give Michigan a powerful economic development tool that can grow jobs and help build a stronger future for our citizens.

Thank you.

Respectfully,



Alan Lambert  
Mayor of Romulus

Xc: Raymond Basham, State Senator  
Douglas Geiss, State Representative  
Romulus City Council  
Marsha Ennis, Aerotropolis Coordinator  
Robert Ficano, Wayne County Executive  
Robert Guenzel, Washtenaw County Administrator  
Elke Doom, Huron Township  
Cameron Priebe, Taylor  
Paul Schreiber, Ypsilanti  
Brenda Stumbo, Ypsilanti Township  
Richard Smith, Belleville  
Paul White, Van Buren Township





**John Donofrio**  
*Senior Vice President and  
General Counsel*

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September 16, 2009

The Honorable Pam Byrnes  
State Representative  
Michigan House of Representatives  
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I ask that you and your colleagues adopt the Next Michigan Development Act legislation so that we can revive the Michigan economy, move the Aerotropolis and other promising economic development initiatives forward, and build a better future for our citizens.

Respectfully,

A handwritten signature in black ink, appearing to read "John Donofrio", written over a horizontal line.





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Vanessa Denha-Garmo, Press Secretary: 313.213.5274

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## **Media Advisory**

# **An Agreement signed**

## **Officials from the nine Governmental entities signed the Aerotropolis Development Corporation Inter-local Agreement**

June 17, 2009

**Wayne County** — Today, officials from Wayne and Washtenaw Counties, the Cities of Belleville, Romulus, Taylor and Ypsilanti, and the Townships of Huron, Van Buren, and Ypsilanti signed an inter-local agreement to create the Aerotropolis Development Corporation under Act 7, the Urban Cooperation Act of 1967.

The Detroit Region Aerotropolis is to leverage the region's world-class airport system and manufacturing-based assets to create a pre-planned airport city that will drive economic transformation throughout all parts of Southeast Michigan. The Aerotropolis Development Corporation will provide the conduit to brand and market the Aerotropolis as a unified region and create a one stop shop for entitlements, incentives, and regulatory assistance. The Corporation is anticipated to launch in the third quarter of 2009 once the agreement has been signed by the Governor.

"We have reached a key milestone in the Aerotropolis Initiative," said Wayne County Executive Robert Ficano. "This is an example of true regional cooperation. We proved today that we can work together as leaders and make something happen for this region."

These communities have passed resolutions to join the Aerotropolis Development Corporation, which is an unparalleled collaboration in this state; it positions the Detroit Region Aerotropolis to compete with other Aerotropolis developments around the globe.

"Each day, the economies of Washtenaw County and Wayne County become more and more integrated. The I-94 corridor has become the spine linking our counties together, and in the middle of this corridor sits Detroit Metropolitan and Willow Run airports, both with unique qualities that are ideal for attracting business," said Roland Sizemore, Chair, Washtenaw County Board of Commissioners. "The Aerotropolis Development Corporation is the avenue to pursue our common vision and to enhance and protect the quality of life of residents of our communities."

"Detroit Renaissance has been a strong supporter of the Aerotropolis through our Road to Renaissance initiative," said Doug Rothwell, President, Detroit Renaissance. "The Aerotropolis builds off our region's long history as a global hub for trade, and our world class airport system, one of the region's greatest assets. The formation of the Aerotropolis Development Corporation provides a platform for success by institutionalizing collaboration, and it provides for ongoing input by the private sector."







AS STATE BUSINESS AND POLITICAL LEADERS GRAPPLE WITH FORMIDABLE COMPETITION IN THE AUTOMOTIVE, HEALTHCARE, AND TECHNOLOGY SECTORS, THE REGION'S TWO MAJOR AIRPORTS — DETROIT METRO AND WILLOW RUN — COULD BOOST INTERNATIONAL TRADE, JOBS, AND DEVELOPMENT

# Aero Detroit

Metro Detroit, meet the competition.

At the 18,000-acre Dallas-Ft. Worth International airport, the third busiest in the world, 1,900 flights take off and land each day, moving 60 million passengers every year. DFW is not just an airport — it has become a powerful economic engine, generating \$16.6 billion in economic activity. Roughly 65 percent of the airport's \$619 million in annual revenue comes from sources other than airlines, including hotels, logistics companies, two 18-hole golf courses, and natural-gas exploration in the Barnett Shale that lies beneath the airport. Twenty-four "Fortune 500" companies are headquartered in the "DFW/Metroplex" area.

In Thailand, the new Bangkok International Airport (known as Suvarnabhumi, or "The Golden Land") bills itself as the "new gateway to Asia," and rightly so. The airport has an international business, conference, and exhibition center; a shopping mall; office buildings; hotels; hospitals; restaurants; and an entertainment center. It's predicted that corridors of activity will eventually extend out from the airport hub, forming a city larger than Chicago. Suvarnabhumi officials are projecting the airport will soon process more than 100 million passengers per year — more than JFK, Newark, and LaGuardia airports combined — and 7 million tons of cargo.

Under development for more than a decade, Amsterdam

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## BY TOM BEAMAN

PHOTOS BY STEVE LAWRENCE / HELIPIX



An aerial, high-contrast black and white photograph of a highway interchange. The word 'oit' is overlaid in large, white, lowercase letters on the left side of the image. The highway has multiple lanes and a curved ramp. The surrounding area is dark and textured, possibly representing trees or undeveloped land.

# oit

#### MIDWEST HUB

Development between Detroit Metro and Willow Run has had little coordination in years past. But a new push by business and political leaders to draw just-in-time suppliers, light manufacturers, and delivery operations is starting to pay dividends.

A high-angle, black and white photograph of an airport terminal and its surrounding infrastructure. The terminal is a large, complex structure with multiple wings and a central hub. Numerous runways, taxiways, and parking areas are visible, extending from the terminal into the distance. The overall scene depicts a major transportation hub.

# AEROTROPOLIS

## **JOBS GENERATOR**

Traffic at Detroit Metropolitan Airport is expected to double over the next 20 years. Business and political leaders are working to expand services and draw more businesses around the airport.

Airport Schiphol has attracted office complexes, hotels, meeting and entertainment facilities, logistics parks, shopping centers, a wedding chapel, a mortuary, and a branch of the Rijksmuseum. Many of the businesses that have sprung up around Schiphol support the country's flower industry, which exports around the world. Direct flights are available from Amsterdam to more than 260 cities in 90 countries, while 58,000 people work at Schiphol. It's estimated that 80,000 jobs in the Netherlands are derived from all facets of the country's air cargo industry.

Each of these airports has one thing in common besides simply being places where planes take off and land — they represent a relatively new concept in urban planning and development — the airport city, or "aerotropolis." The term was first used in the mid-1990s by Jack Kasarda, professor of management at the Kenan-Flagler Business School at the University of North Carolina at Chapel Hill. Kasarda, who's written and lectured extensively on the topic, says the aerotropolis is a response to the realities of the global economy and to the way people work in the 21st century.

As executives and high-tech professionals travel to more destinations more frequently, and customers and suppliers increasingly are located halfway around the world, speed, efficiency, connectivity (the number of destinations served by an airport and the frequency of that service), and cost savings

have become paramount. Kasarda says the aerotropolis represents the evolution of the central business district as cities' airports themselves become the nucleus around which population and commerce gather, much as people were attracted to ports and rail centers in centuries past.

The classic Kasardian aerotropolis has the airport at its center, or hub, with neighboring spokes of light industry, warehousing and logistics operations, entertainment complexes, and hotel and retail space. Beyond that are the residential areas that provide frequent-flying executives with an idyllic suburban lifestyle. High-speed "aeroplanes" and express rail lines radiate from the hub and connect the outlying business and residential clusters.

The aerotropolis phenomenon is not a Jetsons-like vision, but a reality from which many cities currently benefit. "The rapid expansion of airport-centric commercial development makes today's gateways leading urban growth generators, as they become significant employment, shopping, trading, business, and leisure destinations in their own right," Kasarda says. Politicians and business leaders ignore the potential of an aerotropolis at their own peril, jeopardizing the prosperity of their communities and citizens, he adds.

As the search for new motors to drive the Motor City continues, Kasarda and other experts say local leaders are wise to look right under their noses at western Wayne County.

... at a situation where Detroit is the gateway to virtually every industrial center in North America, and it can be used to cross-flow passengers and goods to the rest of the world. Look at the flows from the Deep South to Asia and Europe, from South America to Asia. Detroit is right in the way. They have to fly almost right over Detroit to get there. Detroit Metro will not be a hub in 20 years ... it'll be a global portal to the rest of the world."

—MIKE BOYD

Detroit is in the enviable position of having not one, but two, major airports along a seven-mile stretch of I-94 — Detroit Metropolitan Wayne County, or "Metro," Airport, through which nearly 36 million passengers traveled in 2006 and, seven miles to the west, cargo-focused Willow Run Airport. This corridor, stretching from Ypsilanti Township to Taylor and approximately five miles north and south of Interstate 94, is ripe for development that could make it one of the world's leading aerotropolises ... and that could be just what southeast Michigan needs to get back on its economic feet.

Metro is the 10th-busiest airport in North America, and in a 2007 J.D. Power study, it ranked second of all airports in the country in overall customer satisfaction. With six runways, 18,200 employees, and 236,000 tons

of cargo shipped each year, Metro generates an estimated \$7.6 billion in annual economic impact. The five-year-old McNamara Terminal is considered one of the most modern and sophisticated in the country, and the new North Terminal, which will replace the propeller-era Smith and Berry terminals when it opens in 2008, will complete the makeover of the airport's passenger-handling facilities ... for now. In concert with the Detroit Regional Chamber, surrounding communities, and citizens groups, the Wayne County Airport Authority is developing a master plan for Metro up to 2025, which includes increased airfield capacity, a transit system between the McNamara and North Terminals, and a consolidated rental-car facility.

Meanwhile, the demand generators are starting to take shape. Northwest Airlines announced in September that its bid to provide new nonstop service from Detroit Metro to Shanghai beginning in March 2009 had received tentative approval from the U.S. Department of Transportation. China Southern Airlines will also begin daily nonstop service between Metro and Beijing in March 2009. Both carriers will fly the new Boeing 787 on their China routes.

"How many cities in this country can claim that they have

daily nonstop flights to Beijing and Shanghai?" Kasarda asks. "That's a unique competitive advantage!" He cites studies that show a single route to Asia can generate more than \$200 million to the local economy. "You're talking upwards of a half-billion dollars annually from those two flights alone," he says.

Just down the road, freight and passenger traffic at Willow Run Airport accounted for \$200 million in economic impact and more than 2,000 jobs in Michigan in 2006, according to a study by the University of Michigan-Dearborn. Willow Run has five runways, a 24-hour tower, U.S. Customs and Border Protection service, and an on-site weather bureau. It handles 100,000 takeoffs and landings and 200,000 tons of cargo per year. A \$214-million capital improvement plan will upgrade taxiways, hangars, the general aviation terminal, and maintenance facilities. "A strong air cargo operation is important to a successful economic development strategy," says Wayne County Airport Authority CEO Lester Robinson.

The only problem is that because Willow Run's runways were designed for World War II-era

B-24 bombers, they aren't long enough to allow for fully loaded, nonstop cargo flights to Asia and Europe. Airport officials say this shortcoming is being addressed.

One of the most encouraging aspects of the Detroit aerotropolis story is the fact that, unlike many competing airports, Metro and Willow Run are not landlocked. With 25,000 acres of land available to be developed, and with a location at the crossroads of global air lanes, growth is a very real possibility.

"You're not in the Rust Belt anymore," says Mike Boyd, president of Boyd Group, Inc., an aviation consulting company in Colorado. "You're looking at a situation where Detroit is the gateway

to virtually every industrial center in North America, and it can be used to cross-flow passengers and goods to the rest of the world. Look at the flows from the Deep South to Asia and Europe, from South America to Asia. Detroit is right in the way. They have to fly almost right over Detroit to get there. Detroit Metro will not be a hub in 20 years ... it'll be a global portal to the rest of the world."

The concept of a Detroit Metro aerotropolis has been bandied about for more than a decade. It's been discussed by the



Detroit has always been a manufacturing center, but what you want is an airport that will help it [make the] transition into the new economy sectors of microelectronics, pharmaceuticals, medical instruments, aerospace, and digitized components, while at the same time improving the competitiveness of the traditional manufacturing base that also depends on efficient connectivity. There's no reason Detroit can't do the same thing that Dallas-Fort Worth is doing.

—JACK KASARDA

Michigan Economic Development Corp. board and written about in newspapers. The Taubman College of Architecture and Urban Planning at the University of Michigan even used aerotropolis as the subject of its 2006 "Charrette," the annual design workshop for students and industry professionals. Perhaps one reason an aerotropolis hadn't been seriously considered in the past was because it's such a monster of an undertaking that involves coordinating the efforts of — and finding common ground among — airport authorities; federal, state, and multiple local governments; businesses planners; regulators; investors; unions; and the region's collective mentality as a whole.

It's also not an overnight process that can satisfy our need for immediate gratification. Turning those 25,000 acres in western Wayne County into an airport city like Schiphol or Suvarnabhumi, not to mention the 21st-century central business district envisioned by Kasarda, is a 20-, 30-, or 40-year proposition. It's not as if it can't be done, though. Chicago O'Hare is the recognized cargo leader in the Midwest, and Dallas is a logistics and corporate HQ heavyweight. Federal Express and UPS have transformed airports in relatively small cities like Memphis and Louisville, respectively, into thriving airport communities.

The recognition that a Detroit aerotropolis can't be built in a day must be offset with a commitment to work together and to eschew the "because that's the way we've always done it" mentality. "You can't afford to have a 20-year plan," Boyd says. "You have to do this on an accelerated, visioned basis. You can't say, 'We'll get to it when we get to it.' There's got to be fire and a sense of urgency."

This sense of urgency — and possibility — began to be felt as Detroit Renaissance, a civic-advocacy group led by major corporate executives — developed a strategy to accelerate economic growth in southeast Michigan. After a 17-month process that benchmarked Detroit against six other U.S. and global regions, results of the "Road to Renaissance" study were released in May 2007. "We identified strategies that we thought would be most transformational for the Detroit economy," says Detroit Renaissance President Doug Rothwell. "The idea of creating an aerotropolis emerged as one of the top six priorities." To assure accountability, Detroit Renaissance decreed that a public-private partnership with Wayne County would be the aerotropolis's "organizational home."

That partnership took the form last summer of a 30-member task force appointed by Wayne County Executive Robert Ficano and representing the airports, their surrounding communities, the state, and the region's business interests.

Co-chaired by Wellbridge Aldinger Co. CEO John Rakolta, Jr. and Wayne County Commissioner Joseph Palamara, the task force is responsible for overseeing four projects that will take the idea of a Detroit aerotropolis from the drawing board to reality: 1) benchmark Detroit against U.S. and global aerotropolis best practices, inventory current assets, and develop a preliminary economic impact analysis; 2) prepare a master plan that includes site and market analyses and a policy assessment; 3) develop a strategy to attract businesses; and 4) come up with a marketing strategy that determines the message and to whom it should be targeted. Detroit Renaissance signed a \$1 million contract with real-estate services giant Jones Lang LaSalle, of Chicago, to manage these projects. Aware of the newfound sense of urgency, the firm is working toward having all projects completed by summer 2008.

"I think everybody in this community sees this as one of the greatest opportunities that metro Detroit has for economic growth," Rothwell says. "Everyone realizes that with the new airport that was built a couple of years ago and with the growth in and reliance on air traffic, just-in-time delivery and globalization, the development of airport property is a very, very strong force that we can exploit in the community."

Kasarda says the potential is deep. "Detroit has always been a manufacturing center, but what you want is an airport that will help it [make the] transition into the new economy sectors of microelectronics, pharmaceuticals, medical instruments, aerospace, and digitized components, while at the same time improving the competitiveness of the traditional manufacturing base that also depends on efficient connectivity. There's no reason Detroit can't do the same thing that Dallas-Fort Worth is doing."

Kasarda warns, however, of a major hurdle that can work against the formation of an elegant, efficient aerotropolis. "The airport has its master plan, [and its] focus is really 'inside the fence.' You have urban planning focused on what's outside the fence, with no knowledge or understanding of the way airports operate. Then you have business site planning that's taking place independently of either one of them," he says. "Airport planning, urban regional planning, and







**CARGO POWER**  
Airport planners want to see more light industrial and logistics firms around Detroit Metro and Willow Run. An added runway at Detroit Metro will help boost development.

business site planning all must come together, otherwise the development process is going to be spontaneous and haphazard, ugly, and unsustainable from an environmental standpoint." Detroit Renaissance's strategy to bring these groups together is absolutely critical to this process, Kasarda maintains.

Rothwell and Ficano say this challenge is not lost on the task force. They contend the group's diverse makeup — which includes representatives from Wayne County, the Wayne County Airport Authority, the Michigan Economic Development Corp., the Detroit Regional Chamber, Belleville, Romulus, Taylor, Ypsilanti, Washtenaw County, and the townships of Huron, Van Buren, and Ypsilanti — is the best way to ensure that all the disparate voices are heard and their needs considered.

For his part, Ficano says government's role is to create an environment that's as attractive as possible for economic development. He points to Wayne County's Pinnacle Aeropark as an example of the promise the area holds. Pinnacle comprises just under 1,200 acres of county-owned land in Romulus and Huron Township south of Metro Airport. It was foreseen as a mixed-use technology park, but over the years it has been delayed by lawsuits. Troy developer Stuart Frankel announced plans in 2006 to build a distribution and logistics center and an office building on 150 acres of the Pinnacle land, as soon as the infrastructure is installed next year. In October, Citizens Republic Bancorp Chairman Jerry Camp-

bell proposed plans to build a \$142-million Pinnacle Race Course on the property. Ficano also points to the county's "Turbo" program, which rebates all real property taxes in the first year and up to 50 percent for the next five to 10 years, depending on the project.

Ficano also hopes to attract developers by leveraging an idea that flies in the face of the traditional perception of government bureaucracy — a pledge to approve permits within 60 days. "To be competitive, we must be as fast, efficient, and reasonable as possible," he says. "We don't have the luxury anymore of delaying decisions. If a developer comes, they can't wait six months for the locals to decide. You've gotta give them a decision and go." Ficano says Wayne County is piloting a 60-day permit-approval process. He says the communities in the Detroit Metro/Willow Run corridor are also working toward the goal, but "the one that we want to make sure falls in line is the state."

Ficano says that formidable competition from already established players demands fast action. "We want to be one of the cheapest places to do business," he says. "If we can make it more economical and efficient for them to fly in here, versus Chicago, they're gonna fly in here. It's pretty basic."

Along with other members of Ficano's public-private aerotropolis task force, Jim Epolito, president and CEO of the MEDC, traveled to Schiphol to see a world-class aerotropolis first-hand. He says he's encouraged by Detroit Renaissance's strategic plan to





move the project forward, and that the state can play a role. "We have to move the state ahead in our efforts," Epolito says. "We can't slow down in any way, shape, or form."

Epolito adds the Michigan Department of Transportation should get involved if there's a need to re-route roads and railroad tracks. He says the MEDC can assist the process with tax abatements, land acquisition, and applying for federal money and legislation, if needed. Epolito is concerned, however, that the recently expanded Michigan tax on services might be at cross-purposes to the task force's vision. "The impact of the new service tax is beginning to be felt around Michigan," he says. "That has to be evaluated ... If it's in the best interest of the aerotropolis plan to lower the costs there, we're going to have to pass legislation to amend that act."

Not surprisingly, business interests in the region have similar concerns. "The Detroit Regional Chamber has historically been opposed to a tax on services," says Dick Blouse, the Chamber's president and CEO. "What [Lansing] did is extremely detrimental to this new economic development activity. There are many services that are tied back to logistics and transportation that would now have a sales tax imposed on them." Blouse believes that public policy drives economic development, be it positively or negatively. "This particular case," he says, "is a great example of how bad public policy is a deterrent to an economic-development strategy."

There may be many reasons why Detroit has languished in its efforts to become an aerotropolis while other cities around the world have leaped ahead — neglect or indifference on the part of political and business leaders, a reliance on the automotive status quo, the city's attitude toward suburban development, the lack of a coherent plan, or simply being intimidated by the sheer magnitude of the undertaking.

Whatever the reasons, it's clear that standing pat is not an option. In New York, for example, the city expanded a transit hub in the Jamaica section of Queens in 2003 that allowed commuters to reach Kennedy International Airport in eight minutes via light rail. In October, developers announced a

plan to build a \$260-million wholesale merchandise mart next to the station, which would feature 10 floors of retail space, showrooms, restaurants, and offices. It's the kind of infusion, along with light manufacturing and research facilities, that would fit well in metro Detroit's aerotropolis.

Rothwell, Ficano, and the members of their task force agree. "We're laying the groundwork, just like a business would, for getting ready to launch into the marketplace," Rothwell says. "That's really what's been missing up to now. We've had a lot of ideas, a lot of planning going on, but we really needed tangible, concrete steps that could take us forward."

In Rothwell's mind, a Detroit aerotropolis is a clean slate. He has no preconceived notion of exactly what the project will look like, other than the belief that it can indeed happen. He's waiting for the task force's work to reveal the facts and provide direction. "We're trying to figure out if most of the growth will be driven off of cargo and logistics, hotels and entertainment, [or] office and commercial development," he says. "We don't know right now. My guess is that it's going to be a mix of different types of development." He's also looking to the task force to identify investors from the capital markets and what the state's role might be.

"We have the best shot we've had in a long time to make this work," Rothwell says. "Because of the economy right now, people know that we have to do things differently. I think they realize they have to collaborate on something this big, that you can't do it by yourself and get a good result. We only get one shot at this, and if we don't do it well, then shame on us. I think people realize that."

So how will he know when he's made progress — that Detroit is well and truly on its way to becoming a member of the thriving club of airport cities? "It's not about plans and it's not about studies," Rothwell says. "It's about investment. You have to look out your window and see buildings going up and people investing their money. It's going to take a while to completely accomplish, but certainly in the next three to five years we ought to be seeing investment progress being made." **db**

## A CONVERSATION WITH



**John Kasarda,**  
Kenan  
Institute of  
Private  
Enterprise

John Kasarda is the director of the Kenan Institute of Private Enterprise at the University of North Carolina and widely considered to be the father of the aerotropolis concept as an economic driver. He was hired by Wayne County as a consultant in planning the Detroit Region Aerotropolis. He spoke with Crain's reporter Bill Shea, who covers transportation.

**How did the aerotropolis concept originate and get to Detroit?** It was research I was doing on airport-based economic development. I developed it in the late 1980s and '90s and it picked up in 2000. It came from an understanding of aviation, globalization and just-in-time production.

A number of members of Wayne County Economic Development (department) had read some pieces I did. They came back and asked me to help them out. I prepared three reports for them. Eventually, the (University of Michigan) school of architecture decided to run a series of (exercises) on the Detroit aerotropolis. They really did fine work.

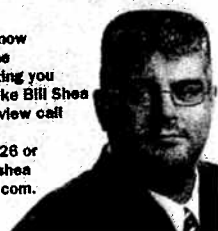
**What is the biggest obstacle for Detroit?** Getting the unified, coordinated action among the municipalities and following through on the conceptual master plan. Getting those communities to get on the same train is not easy.

**What advantages does Detroit have?** It has one of the largest hubs in the country. It's got one of the best airline networks in the world. It has superior interstate highway connectivity, and good rail connectivity. There's some waterborne possibility. It's one of the few major airports with developable land nearby. Detroit Metro is probably the most important infrastructure advantage Detroit has.

**Where does Detroit stand in aerotropolis development?** Detroit is among the (U.S.) leaders. Memphis and Dallas-Fort Worth are close behind.

**What sort of businesses should Detroit seek to attract?** Additional hotels, trade and exhibition space, time-sensitive manufacturing and distribution, including e-commerce fulfillment and medical. Retail is developing rapidly around airports. It would not be out of the question to see cold chain (temperature-controlled goods handling) and perishables.

If you know someone interesting you would like Bill Shea to interview call (313) 446-1626 or write bshea@crain.com.



# Focus

## REAL ESTATE

# Aerotropolis

*Ambitious plan takes flight to develop land near Metro Airport, Willow Run; 64,000 jobs expected to land in region*

BY BILL SHEA  
CRAIN'S DETROIT BUSINESS

**C**hicago is in the crosshairs, and North Carolina is the goal.

That's the message from the backers of the plan to develop an "aerotropolis" of aviation-reliant business and industry in the area anchored by Detroit Metropolitan Airport and Willow Run Airport. Backers want to attract investment to 5,000 targeted acres among 60,000 acres — over 25 years — on what is now largely undeveloped land sprinkled with some industrial and airport-related businesses.

Through new and revamped incentives, the public-private effort wants to keep current businesses and capture potential businesses — primarily advanced manufacturing, logistics, alternative energy and research companies. It is meant to compete with Chicago's two major airports (and a third in the works), and with other Midwest cities such as Cleveland and St. Louis.

"Chicago is absolutely in the crosshairs," said Doug Rothwell, president of Detroit Renaissance Inc., the economic-revitalization organization that's leading the



Rothwell

### ABOUT THE AEROTROPOLIS

Details about the Detroit Region Aerotropolis:

■ **Location:** 60,000 acres between Detroit Metropolitan Airport and Willow Run Airport. About 5,000 acres are targeted for immediate development.

■ **Construction timeline:** 25 years.

■ **Economic impact, direct and indirect:** \$4.3 billion from construction over 25 years; \$10.1 billion average annual impact from output.

■ **Jobs created:** 64,422.

■ **Primary supporters:** Detroit Renaissance Inc., Detroit Regional Chamber, Southeast Michigan Council of Governments, NextEnergy, UPS, DTE Energy Co. and Walbridge Aldinger.

■ **Governments involved:** Cities of Belleville, Romulus, Taylor and Ypsilanti, along with the townships of Van Buren, Huron and Ypsilanti, and Wayne and Washtenaw counties. The Wayne County Airport Authority, which oversees both airports, also is involved.

■ **Online:** detroitregionaerotropolis.com

Source: Crain's research

### Detroit Region Aerotropolis effort

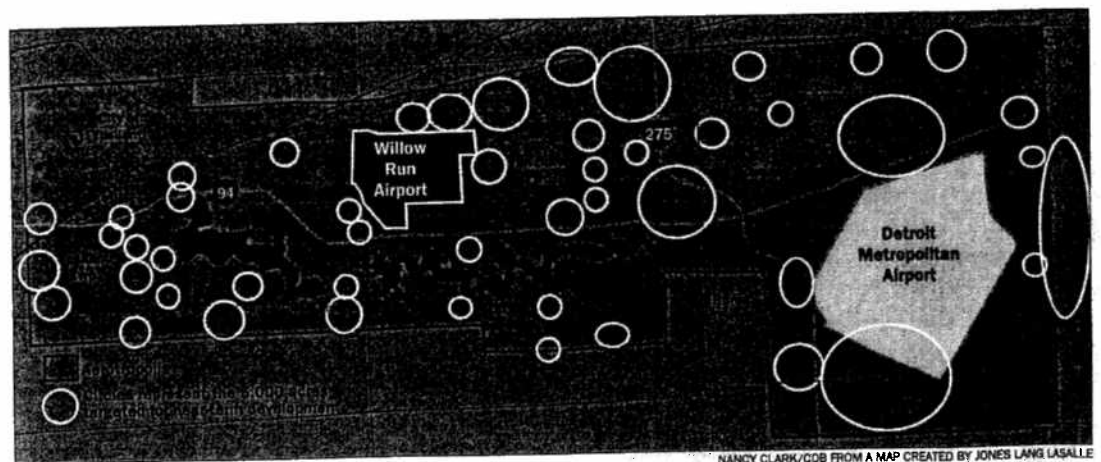
The tactical objective is to create something similar to Research Triangle Park near Durham, N.C., the largest U.S. research and development park, used by major corpora-

See Aerotropolis, Page 11

### Development on the line

The pros and cons of selling Detroit as a hub for logistics and intermodal operations.

Page 10.



The Detroit Region Aerotropolis effort seeks to lure more businesses to the area around Detroit Metropolitan Airport and Willow Run Airport. It aims to compete with Chicago's two major airports and with other Midwest cities such as Cleveland and St. Louis.

NANCY CLARK/CDB FROM A MAP CREATED BY JONES LANG LASALLE

## FOCUS: REAL ESTATE

# Aerotropolis: Development plan for airport region takes off

■ From Page 9

tions such as IBM Corp. and Glaxo-SmithKline plc. Created in 1959, the research park was the project of a government, business and academic partnership.

The Detroit aerotropolis, in addition, is a central element of the region's economic-revitalization plans.

The potential economic results are eye-popping: A Jones Lang Lasalle aerotropolis study earlier this year estimates that construction-related economic impact, both direct and indirect, would average \$173 million annually over the 25-year build-out, or \$4.3 billion total.

That is much smaller in scope than some aerotropolis projects in Asia or the Middle East but an ambitious goal for a Midwest hub.

After Detroit's aerotropolis is completed, it is expected to generate \$10.1 billion in direct and indirect economic impact, along with an estimated 64,422 jobs, according to the study.

Private-sector projects already are under way that seek the advantages of being in the aerotropolis. They include a \$14 million distribution center, a \$15 million hotel, a \$22.5 million facility for growing and moving organic vegetables and a \$7.6 million warehouse project.

## How it works

The mechanism to lure business revolves around two main strategies: Retool current (and create new) incentives that make Detroit a better option; and a marketing plan that extols the virtues of the two airports, the available land, highways and railroads, the area's trained workforce and nearby major universities.

New incentive legislation, primarily tax breaks, is expected to be introduced in the state House this month, Rothwell said.

The 35-member public-private task force shepherding the aerotropolis is working with the Michigan Economic Development Corp. and the governor's office to get tax breaks in place that business will take notice of, said Wayne County Executive Robert Ficano.

"It's the private investment that drives this. We have to set the climate," he said.

A business-attraction study that will outline what kind of companies Detroit should target also is expected to be complete soon.

"It can be any kind of company that needs to take advantage of a world-class airport," said

Marsha Ennis, the aerotropolis project manager. She's on loan to Wayne County from DTE Energy Co. "The concept starts with air-

## HOW OTHERS DO IT

The aerotropolis concept ranges from logistics industry-based airports to massive airport cities. Here are three examples across the spectrum:

### ■ Memphis International Airport

Run by the Memphis-Shelby County Airport Authority, this facility is home to FedEx and its 500-acre "super hub" that employs 15,000 and handles 1.5 million packages daily. UPS opened a package storage center in 1999. The airport handles 3.6 million tons of cargo annually.

### ■ Amsterdam Airport Schiphol

Home of KLM Royal Dutch Airlines, Schiphol has a single massive passenger terminal, which has a train station underneath it. Amenities include retail, a casino and a museum. Schiphol is Europe's fifth-largest passenger airport and third in cargo at 1.5 million tons in 2007.

### ■ Al Maktoum International Airport

An \$82 billion project under way in Dubai, United Arab Emirates, paid for by the government with oil money. Expected to be the world's busiest airport with up to 150 million passengers annually. Its \$75 million cargo terminal has a planned capacity of 12 million tons and is part of a "logistics city" within a planned residential, commercial and logistics complex. Besides retail and hotels, there will be a golf course and residential development.



Al Maktoum's "logistics city."

port-centered businesses. It's not just logistics-oriented business, but that's a major focus. It could be more service oriented. Offices, or moving people, not just goods."

Ennis handles the day-to-day aerotropolis details, including five committees working on various planning aspects and several ongoing studies.

No one will say what the new incentives will entail, but all agree they are the project's linchpin.

"We think the legislation will be a key enabler to allow us to market that area in a unique way," Ennis said. Creation of the public-private Aerotropolis Development Corp. also is critical, Ficano said. The corporation's goal will be to complete all permitting for a company seeking land within 60 days.

"They won't have to haggle with different jurisdictions," he said.

Speed, cost and fewer hassles than Chicago are what it comes down to.

"What you're really going after is professional services companies and logistics companies that need to be near an airport," Rothwell said.

## WHAT'S NEXT

Steps in the plan to develop the aerotropolis:

■ Backers plan to lobby Lansing to tweak current incentives, such as tax-free renaissance zones tailored for the aerotropolis, to make them more attractive.

■ New, aerotropolis-specific legislation seeking special tax breaks and other incentives is expected to be introduced yet this month or in September.

■ A business-attraction study is under way that will outline how companies, and what sort of businesses, will be lured to the aerotropolis.

■ A public-private Aerotropolis Development Corp. is being formed to handle streamlined permitting, marketing and business attraction.

■ A request for proposals on marketing ideas will be issued in coming months.

## The idea

The aerotropolis concept's goal is to foster economic development and job growth over 10 to 20 years with the addition of concentric rings around airports.

Those are meant to attract clusters of aviation-based businesses and industries closest to the airports — and industrial parks, retail, entertainment and residential farther out.

Think of it as an airport city, an idea that's growing in Asia, Europe and the Middle East but remains largely unfamiliar in the U.S.

John Kasarda, director of the Kenan Institute of Private Enterprise at the University of North Carolina, is considered the father of the aerotropolis concept.

Wayne County hired him as a consultant to assist in planning an aerotropolis for Detroit Metropolitan and Willow Run airports.

There's an aerotropolis spectrum, Kasarda said, with manufacturing and research and development on one end, and the other being the glittering, multibillion-dollar projects seen in Asia and the Middle East, where entire new cities are being constructed around airports, entertainment and housing.

Detroit, which Kasarda said leads the U.S. in aerotropolis planning, must rely on incentives to spark private-market interest, along with local governmental cooperation to streamline or eliminate business-repellent red tape. Basically, the stage will be set for private industry to take advantage.

That differs from the Mideast, especially, where the explosion of oil profits allows powerful governments such as Dubai to simply construct its \$82 billion project

with malls, golf courses and luxury hotels.

"Most of this (in Detroit) is going to be more business-focused. That's what we need in the community right now," Rothwell said, noting the Chicago target.

"Our task is to become the second hub to the Midwest," he said.

## Economic engine

In Detroit, the aerotropolis idea lingered around the fringes of economic-revitalization talks for a number of years. The catalyst for getting it on the front burner was Ficano and Rothwell pushing the concept after they came into their current roles.

"Before, it was more of a concept. What it was lacking was development of a business plan to take it from concept to implementation," Rothwell said.

Detroit Renaissance, the non-profit CEO council representing the region's major employers, is among the six organizations leading the One D economic revitalization effort for metro Detroit introduced in 2006.

The aerotropolis is part of the CEO council's Road to Renaissance contribution to One D, championed by Edsel Ford II.

The Detroit aerotropolis plan was developed through a series of studies, paid for in part out of a \$750,000

grant awarded last year to Detroit Renaissance from the Kresge Foundation.

The aerotropolis also figures heavily into the Detroit Regional Chamber's TransLinkD logistics initiative, which chamber President



An early conceptual rendering of a Detroit aerotropolis. Final designs will be driven by market demand.

## AEROTROPOLIS TOPIC OF BUSINESS OVER BREAKFAST

The business and government leaders pushing to make the Detroit Region Aerotropolis a global



logistics and business hub will speak about the progress of the project at an upcoming Crain's Business Over Breakfast event.

Speakers at the Sept. 10 panel discussion include: Doug Rothwell,



president, Detroit Renaissance Inc.; John Rakolta Jr., chairman and CEO, Walbridge Aldinger Co., and co-chairman, Aerotropolis Task Force; and Wayne County Executive Robert Ficano. The event runs 7:30-9:30 a.m. at Fairlane Center, North Building, 19000 Hubbard Drive, Dearborn. The cost is \$45. Visit [www.craindetroit.com/events](http://www.craindetroit.com/events) to register.

and CEO Dick Blouse officially launched during the chamber's Mackinac Policy Conference in May. The initiative calls for mapping the region's transportation and logistics assets, such as railways and airports, and cooperation and lobbying to boost the state's ability and attractiveness as a logistics center.

In the meantime, organizers are preaching patience because it's a long-term project.

"We've got to do a really good job selling the business case," Rothwell said. "We shouldn't expect an overnight miracle."

Bill Shea: (313) 446-1626, [bshea@crain.com](mailto:bshea@crain.com)

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## Region has advantages for being logistics hub

BY DANIEL DUGGAN  
CRAIN'S DETROIT BUSINESS

When it comes to drawing logistics companies, Southeast Michigan has the advantage of being near an airport with excess shipping capacity.

The challenge to bulk up its reputation as a logistics hub is to catch up with the infrastructure already built in Illinois, Indiana and Ohio.

A location on a peninsula is much less of an impediment. The region's access to major west and north-south freeways can move shipments to a large segment of the U.S. population and into Canada, industry watchers say.

With logistics as one thrust of Detroit's aerotropolis concept, architects of the overall plan see metro Detroit as a logistics hub, bringing air, water, rail, road and air freight into a more sophisticated distribution hub.

The area currently lags other metropolitan areas when it comes to logistics infrastructure such as intermodal yards where shipping containers easily move from rail lines to trucks and vice versa.

"Improvement at the airport will help, but we're still behind Illinois and Indiana when it comes to infrastructure," said Randall Allman, first vice president in the Southfield office of real estate company CB Richard Ellis. "They're on the right track now, but it's still a reaction."

The sophisticated logistics parks in the Chicago area also create their own problems.

As Detroit looks to compete with Chicago for incoming air shipments, Detroit has the advantage of not being as congested, said Bob Bonney, a senior vice president at Kansas City-based logistics firm TransSystems.

"Getting things into Chicago by air can be a problem because once it's on the ground, you have to use the roads and rails there," he said. "And in Chicago, that's total chaos."

Bonney said Michigan's logistical reach is significant.

"Draw a 300-mile circle around Southeast Michigan, that's conservatively the area you can reach in a one-day drive," he said. "And I'll bet you can come close to having one-quarter of the country's population in that circle."

In that 300-mile circle are also a number of Canadian cities. "There's an opportunity in Michigan to focus on being a place to gather containers and ship them to Canada," said Jean Arndt, senior consultant and project leader with Oak Park, IL-based Professional Logistics Group Inc.

Other examples of cities with ex-

### SELLING POINTS

■ **Location:** Detroit Metropolitan Airport and Willow Run Airport are along a major highway, three rail lines and near Detroit, Ann Arbor and major universities.

■ **Land of opportunity:** The 60,000 acres between the airports are largely vacant with room to house a variety of businesses.

■ **Airlines:** The pending Delta-Northwest merger means Detroit offers lucrative Asia routes that are shorter than Chicago.

### OBSTACLES

■ **Infrastructure:** The still-forming Aerotropolis Development Corp. will assist in efforts to improve roads, sewers and water, and help businesses with streamlined permitting. Detroit Metro has two ultra-modern terminals in the McNamara Terminal and soon-to-open North Terminal. But other cities are further ahead on overall infrastructure and intermodal operations to speed distribution.

■ **Fuel costs:** Hikes in fuel prices mean costs in air freight have gone up too, making it important to aim for all types of logistics operations.

■ **Incentive structure:** The state Legislature still must pass legislation that would provide new or additional tax breaks to companies that invest in the aerotropolis area.

listing or growing logistics operations include Columbus, Toledo and Indianapolis. But Southeast Michigan can grow its business as part of the global trend of making distribution processes faster.

"A lot of companies are starting to focus on regional distribution to expedite time to market," Arndt said.

But if the aerotropolis plan is to be a success, it needs to rely on a combination of transportation modes, not just air, said Gail Major, CEO of Air America Logistics Co., an air logistics company based in Windsor.

Demand for air cargo increased when oil was cheap, but when costs for air freight went up, demand went down quickly. The lesson to be learned, she said, is that a logistics hub has to include more than just air freight. "It has to be diversified, bringing together a critical mass of all the methods you can find," she said.

Getting a spark and creating momentum for development is the first challenge, said Jim Becker managing director in the Detroit office of real estate company Jones Lang LaSalle, which completed the aerotropolis master plan for Detroit Renaissance.

"The market is unproven," he said. "But we think there's an opportunity here to take it to the next level by getting out and making the case for the region."

Daniel Duggan: (313) 446-0414  
dduggan@crain.com

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September 23, 2007

## Region can soar with aerotropolis

BY U.S. REPS. JOHN DINGELL AND CANDICE MILLER

Michigan has an opportunity to modernize its approach to the global marketplace, develop more good-paying jobs and expand its role in national and international commerce. By increasing passenger and cargo traffic at Detroit Metro and Willow Run airports, the Detroit area could create a model for economic development that is ahead of the international curve. An aerotropolis between the two airports would take advantage of 25,000 acres of undeveloped property for industrial parks, hospitality centers, entertainment, and rapid transit centers.

The Michigan-Ontario frontier is already a key gateway for international trade. The Ambassador Bridge in Detroit and the Blue Water Bridge in Port Huron are the two busiest commercial crossings on the northern border. Interstates 94, 69 and 75, which are major trade routes throughout the United States, all have their genesis in Michigan. The CN rail tunnel in Port Huron is the busiest rail port of entry in the United States.

The preferred transportation method of the 21st Century is aviation. The global nature of our economy requires an expeditious way to connect people and goods, and aviation provides that service. As a result, airports themselves are becoming major international crossroads, attracting business and industry to locate nearby.

The aerotropolis concept centers on major airports and features warehouses, offices, shopping, convention centers and housing. Experts who specialize in this field believe that Detroit is a prime candidate for such development. It's easy to see why, given our status as the Midwest's jumping off point for Southeast Asia and our standing as a global manufacturing center and international crossroads.

Officials from Wayne County and Detroit Renaissance have developed plans for an aerotropolis that could create up to 60,000 jobs and attract 40,000 residents. If successful, this would be a dramatic leap in making southeast Michigan an international economic powerhouse.

Such a concept requires the full use of existing infrastructure. Passenger and freight rail will take on new importance to our region. Plans are already underway to connect Detroit and Ann Arbor through commuter rail. This link could be the beginning of a high-speed commuter rail system encompassing St. Clair, Macomb, Wayne and Washtenaw Counties.

In Washington, D.C., HR 2881, a bill just passed by the House to reauthorize the Federal Aviation Administration, also establishes a pilot program to allow certain airports to use passenger facility charges (PFCs) for qualified intermodal ground access projects. Historically, the FAA has limited the use of these funds for projects at the airport proper. If enacted, this pilot program would allow up to five airports to use PFC funds to promote access to and around those airports. Examples of intermodal ground access projects include new or expanded passenger and freight rail lines, bus ways, and connections to major highways.

Under this pilot program, funds could be directed to projects that would be critical to constructing the aerotropolis. During debate on this legislation, the chairman of House Transportation and Infrastructure urged the FAA to give the Wayne County Airport Authority priority consideration for participation in this pilot program.

The aerotropolis can be a huge impetus for economic growth in southeast Michigan and keep skilled workers in the region to help with our economic transition. A Detroit aerotropolis would help Michigan regain its top standing in innovation and help preserve middle-class jobs. As your federal representatives in Washington work together to reposition Michigan's economic outlook, the proposed intermodal ground access pilot program would go a long way toward those efforts.

**JOHN DINGELL**, D-Dearborn, represents Michigan's 15th House District; **CANDICE MILLER**, R-Harrison Township, represents the 10th. Write to them in care of the Free Press Editorial Page, 615 W. Lafayette, Detroit, MI 48226 or at [oped@freepress.com](mailto:oped@freepress.com).





THE NOVI CHAMBER  
OF COMMERCE

EST. 1967

**Resolution of Support**  
**Detroit Region Aerotropolis**

**Whereas**, the **Detroit Region Aerotropolis** is intended to become a creative logistics hub that moves people, products and information; it will be a magnet for economic growth, community development and neighborhood development, throughout the Detroit Region, while having the potential to catalyze significant new investment throughout Michigan;

**Whereas**, the Novi Chamber of Commerce, an organization promoting the growth and sustainability of business, recognizes the **Aerotropolis** initiative as an engine of economic development within the Detroit Region.

**Whereas**, the City of Novi will benefit by providing the appropriate commercial environment needed by a growing number of firms, in an expanding set of industries; by offering air access to national and global markets; by embracing a "freshly global culture;" by obtaining an advantage in the "survival of the fastest;" and by concretely symbolizing a commitment to building competitiveness in a 21<sup>st</sup> century economy increasingly shaped by speed, agility, and global connectivity;

**Whereas**, there is a need to combine talents and come together in unison in order to create and build an economic transformation.

**Therefore, be it resolved** that the Board of Directors of the Novi Chamber of Commerce, on behalf of its member businesses, supports the advancement of the **Detroit Region Aerotropolis**, and will dedicate the determination and commitment necessary for it to take flight.

**Furthermore**, when developed responsibly, the **Detroit Region Aerotropolis** can lead the economic transformation and revival of the entire Detroit Region, including the City of Novi into one of the world's great regions.

Approved by unanimous vote of the Board of Directors, Novi Chamber of Commerce, Novi, Michigan, on this day of 12 March of 2009.

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Robert Thorne  
Chairperson, Novi Chamber of Commerce

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Linda Daly  
Executive Director, Novi Chamber of Commerce







City of Novi  
Oakland County Michigan

Resolution of Support of Detroit Region Aerotropolis

At a meeting of the City Council for the City of Novi, Oakland County, Michigan held on the 27<sup>th</sup> day of April, 2009 at the City Hall, 45175 West Ten Mile Road, Novi, Michigan 48375.

CITY COUNCIL

Mayor  
David B. Landry

Mayor Pro Tem  
Bob Gall

Terry K. Margolis

Andrew Mutch

Kathy Crawford

Dave Staudt

Brian Burke

City Manager  
Clay J. Pearson

City Clerk  
Maryanne Cornelius

The following resolution was offered by Margolis and supported by Crawford

**Whereas**, the **Detroit Region Aerotropolis** is intended to become a creative logistics hub that moves people, products and information; it will invigorate the State of Michigan's current economy with significant new commercial investment; and

**Whereas**, adopting a resolution in support of a **Detroit Region Aerotropolis** is consistent with Novi's economic development goals set forth by the City Council; and

**Whereas**, the real potential of a **Detroit Region Aerotropolis** will create an engine of economic growth allowing for creation of logistical businesses to locate and relocate in Michigan such as Ryder System in Novi; and

**Whereas**, the City of Novi concurs with the Novi Chamber of Commerce's position of support, will benefit by providing the appropriate commercial environment needed by a growing number of firms, in an expanding set of industries; and


**Whereas**, the City of Novi recognizes that a regional Aerotropolis can create an abundance of 60,000 new jobs with a \$10 billion in annual economic impact by the time the project is built over 25 years; and

**Whereas**, there is a need to "cooperate intensely" with one another in order to lead to economic transformation;

**NOW, THEREFORE, IT IS HEREBY RESOLVED** that the Council of the City of Novi, supports the advancement of the concept of the **Detroit Region Aerotropolis** and **seeks to partner with the appropriate agencies and businesses to realize the full potential of this initiative to create investment and jobs for the region.**

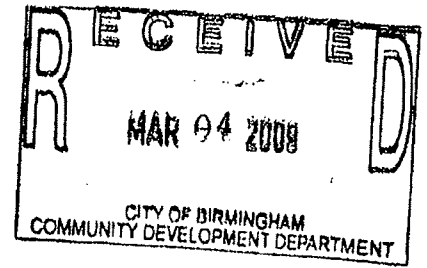
CERTIFICATION

I, Maryanne Cornelius, duly appointed Clerk of the City of Novi, Oakland County, Michigan, do hereby certify that the foregoing is a true and correct copy of a resolution adopted by the City Council of the City of Novi at a regular meeting held the 27<sup>th</sup> day of April, 2009.

  
Maryanne Cornelius, City Clerk



**Resolution of Support**  
**Detroit Region Aerotropolis**



**Whereas,** the **Detroit Region Aerotropolis** is intended to become a creative logistics hub that moves people, products and information; it will be a magnet for economic growth, community development and neighborhood development, throughout the Detroit Region, while having the potential to catalyze significant new investment throughout Michigan;

**Whereas,** in the words of John Kasarda, professor at the University of North Carolina at Chapel Hill, cities of the past rose as hubs of transportation and, accordingly, cities of the future will sprout around airports, the nuclei of global travel;

**Whereas,** Detroit Renaissance has recognized the initiative as one of the single most important elements the Detroit Region has in its economic development engine;

**Whereas,** we recognize the Detroit Region cannot continue on a path of decline, and that it must marshal its many resources for the collective benefit of the Region at large;

**Whereas,** the City of Birmingham will benefit by providing the appropriate commercial environment needed by a growing number of firms, in an expanding set of industries; by offering air access to national and global markets; by embracing a "freshly global culture;" by obtaining an advantage in the "survival of the fastest;" and by concretely symbolizing a commitment to building competitiveness in a 21<sup>st</sup> century economy increasingly shaped by speed, agility, and global connectivity;

**Whereas,** the Birmingham City Commission recognizes, as stated by the Pappas Consulting Group in July of 2006, "There is no magic bullet in economic transformation. True transformation comes about when people across and within all sectors (government, education, business/industry, not-for-profit, arts and culture) come together in genuine partnerships for the common good. It comes about when bureaucratic impediments are swept aside. It comes about when, intertwined with basic improvements, a few bold experiments are launched. And it comes about when the public and private sectors come together to invest the resources needed to stimulate transformation;"

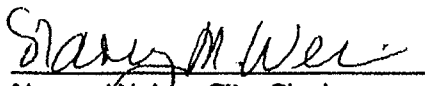
**Whereas,** the Detroit Region Aerotropolis must complement and not compete with needed development throughout the Detroit Region, in particular the City of Birmingham; and that thoughtful development planning must occur to ensure the appropriate levels of benefit to all contributing stakeholders;

**Whereas,** there is a need to "cooperate intensely" with one another in order to lead to economic transformation; now

**Therefore, be it resolved** that the Birmingham City Commission supports the advancement of the **Detroit Region Aerotropolis**, and will dedicate the determination and commitment necessary for it to take flight.

**Furthermore**, when developed responsibly, the **Detroit Region Aerotropolis** can lead the economic transformation and revival of the entire Detroit Region, including the City of Birmingham, into one of the world's great regions.

I, Nancy M. Weiss, City Clerk of the City of Birmingham, Michigan, do hereby certify that the foregoing is a true and correct copy of the resolution adopted by the Birmingham City Commission at its regular meeting held on March 2, 2009.

  
Nancy Weiss, City Clerk

# **Resolution of Support**

## **Detroit Region Aerotropolis**

**Whereas, the Detroit Region Aerotropolis is intended to become a creative logistics hub that moves people, products and information; it will be a magnet for economic growth, community development and neighborhood development, throughout the Detroit Region, while having the potential to catalyze significant new investment throughout Michigan;**

**Whereas, in the words of John Kasarda, professor at the University of North Carolina at Chapel Hill, cities of the past rose as hubs of transportation and, accordingly, cities of the future will sprout around airports, the nuclei of global travel;**

**Whereas, Detroit Renaissance has recognized the initiative as one of the single most important elements the Detroit Region has in its economic development engine;**

**Whereas, we recognize the Detroit Region cannot continue on a path of decline, and that it must marshal its many resources for the collective benefit of the Region at large;**

**Whereas, the City of Troy will benefit by providing the appropriate commercial environment needed by a growing number of firms, in an expanding set of industries; by offering air access to national and global markets; by embracing a "freshly global culture;" by obtaining an advantage in the "survival of the fastest;" and by concretely symbolizing a commitment to building competitiveness in a 21<sup>st</sup> century economy increasingly shaped by speed, agility, and global connectivity;**

**Whereas, the Troy Chamber of Commerce recognizes, as stated by the Pappas Consulting Group in July of 2006, "There is no magic bullet in economic transformation. True transformation comes about when people across and within all sectors (government, education, business/industry, not-for-profit, arts and culture) come together in genuine partnerships for the common good. It comes about when bureaucratic impediments are swept aside. It comes about when, intertwined with basic improvements, a few bold experiments are launched. And it comes about when the public and private sectors come together to invest the resources needed to stimulate transformation;"**

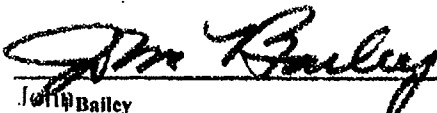
**Whereas, the Detroit Region Aerotropolis must complement and not compete with needed development throughout the Detroit Region, in particular the City of Troy; and that thoughtful development planning must occur to ensure the appropriate levels of benefit to all contributing stakeholders, which may include "uncommonly aggressive" incentives;**

**Whereas, there is a need to "cooperate intensely" with one another in order to lead to economic transformation; now**

Therefore, be it resolved that the Board of Directors of the Troy Chamber of Commerce, on behalf of member businesses, supports the advancement of the **Detroit Region Aerotropolis**, and will dedicate the determination and commitment necessary for it to take flight.

Furthermore, when developed responsibly, the **Detroit Region Aerotropolis** can lead the economic transformation and revival of the entire Detroit Region, including the City of Troy into one of the world's great regions.

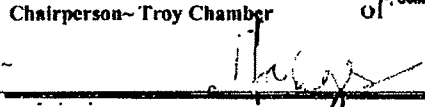
Approved by unanimous vote of the Board of Directors, Troy Chamber of Commerce, Troy, Michigan, on this day of 16 December 200&.\*



Joseph Bailey

Chairperson~ Troy Chamber

of Commerce

Michele Hodges

President, Troy Chamber of Commerce

\* A similar resolution was also approved by the Birmingham Bloomfield and Novi Chambers of Commerce.

CAMERON G. PRIEBE  
*Mayor*

MARY ANN RILLEY  
*City Clerk*

WAYNE F. AVERY  
*Treasurer*

# City of Taylor

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HERMAN H. RAMIK

RICK SOLLARS

SUZANNE L. WEYCKER

September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente,

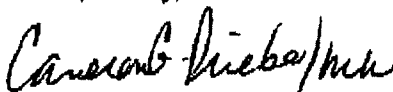
We are writing to express our full support for the Aerotropolis Legislation. This legislation is vital to making the Detroit Region Aerotropolis concept a reality, and is a crucial step in the creation of an Aerotropolis Development Corporation to serve as the unified economic development entity of the Aerotropolis region.

The city of Taylor has been working with our local partners for several years to solidify our collective vision for the Aerotropolis. We acknowledge the opportunity the Aerotropolis represents to revive our economy, provide jobs for our citizens, and to set a new precedent in regional cooperation within Michigan. Through countless meetings and hours of discussion, we have come to the realization that our chances of fulfilling the Aerotropolis vision are greater if we work together. Our communities have reached consensus on the major provisions of an intergovernmental agreement that will create an Aerotropolis Development Corporation (ADC). The ADC will be charged with marketing our region, leading the implementation of a Master Design Plan to foster sustainable development, and creating a regulatory environment that is friendly to prospective businesses.

We are now asking for the support of the State of Michigan in helping us utilize our tremendous assets to bring in new business to the area around Detroit Metro and Willow Run airports. Only through aggressive incentives can we attract air commerce-oriented firms to Michigan and create a development environment that will ensure these firms remain in Michigan long into the future.

As we stand on the verge of formally institutionalizing our collaboration, and as our economy continues to struggle to redefine itself, there is a sense of urgency to act now on our vision for the Aerotropolis. We urge the Michigan Legislature to support the passage of the Aerotropolis Bills to help ensure prosperity in our State for decades to come.

Respectfully,



Cameron G. Priebe  
Mayor





Board Members

John Mitchell  
Supervisor  
Dawnette K. Bowers  
Clerk  
Larry O'Kelley  
Treasurer

# HURON CHARTER TOWNSHIP

David Glaab  
Trustee  
R. P. Lilly  
Trustee  
Ted Pappas  
Trustee  
Linda Spangler  
Trustee

September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clements  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clements,

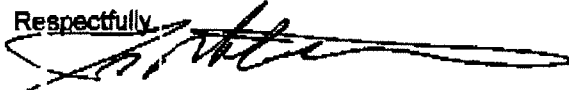
I am writing to express my full support for the Aerotropolis Legislation. This legislation is vital to making the Detroit Region Aerotropolis concept a reality, and is a crucial step in the creation of an Aerotropolis Development Corporation to serve as the unified economic development entity of the Aerotropolis region.

Huron Charter Township has been working with our local partners for several years to solidify our collective vision for the Aerotropolis. We acknowledge the opportunity the Aerotropolis represents to revive our economy, provide jobs for our citizens, and to set a new precedent in regional cooperation within Michigan. Through countless meetings and hours of discussion, we have come to the realization that our chances of fulfilling the Aerotropolis vision are greater if we work together. Our communities have reached consensus on the major provisions of an intergovernmental agreement that will create an Aerotropolis Development Corporation (ADC). The ADC will be charged with marketing our region, leading the implementation of a Master Design Plan to foster sustainable development, and creating a regulatory environment that is friendly to prospective businesses.

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As we stand on the verge of formally institutionalizing our collaboration, and as our economy continues to struggle to redefine itself, there is a sense of urgency to act now on our vision for the Aerotropolis. We urge the Michigan Legislature to support the passage of the Aerotropolis Bills to help ensure prosperity in our State for decades to come.

Respectfully,



John Mitchell, Supervisor



**City of Belleville**  
**6 Main Street**  
**Belleville, MI 48111-2788**

734-697-9323 ♦ Fax 734-697-6837 ♦ [www.belleville.mi.us](http://www.belleville.mi.us)



September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente,

I am writing to express my full support for the Aerotropolls Legislation. This legislation is vital to making the Detroit Region Aerotropolls concept a reality, and is a crucial step in the creation of an Aerotropolls Development Corporation to serve as the unified economic development entity of the Aerotropolls region.

The City of Belleville has been working with our local partners for several years to solidify our collective vision for the Aerotropolls. We acknowledge the opportunity the Aerotropolls represents to revive our economy, provide jobs for our citizens, and to set a new precedent in regional cooperation within Michigan. Through countless meetings and hours of discussion, we have come to the realization that our chances of fulfilling the Aerotropolls vision are greater if we work together. Our communities have reached consensus on the major provisions of an Intergovernmental agreement that will create an Aerotropolls Development Corporation (ADC). The ADC will be charged with marketing our region, leading the implementation of a Master Design Plan to foster sustainable development, and creating a regulatory environment that is friendly to prospective businesses.

We are now asking for the support of the State of Michigan in helping us utilize our tremendous assets to bring in new business to the area around Detroit Metro and Willow Run airports. Only through aggressive incentives can we attract air commerce-oriented firms to Michigan and create a development environment that will ensure these firms remain in Michigan long into the future.

As we stand on the verge of formally institutionalizing our collaboration, and as our economy continues to struggle to redefine itself, there is a sense of urgency to act now on our vision for the Aerotropolls. We urge the Michigan Legislature to support the passage of the Aerotropolls Bills to help ensure prosperity in our State for decades to come.

Respectfully,

Richard S Smith,  
Mayor





# Charter Township of Van Buren

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Philip C. Hart

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TRUSTEE  
Walter S. Rochowiak

September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente,

I am writing to express my full support for the Aerotropolis Legislation. This legislation is vital to making the Detroit Region Aerotropolis concept a reality, and is a crucial step in the creation of an Aerotropolis Development Corporation to serve as the unified economic development entity of the Aerotropolis region.

The Charter Township of Van Buren, Wayne County has been working with our local partners for several years to solidify our collective vision for the Aerotropolis. We acknowledge the opportunity the Aerotropolis represents to revive our economy, provide jobs for our citizens, and to set a new precedent in regional cooperation within Michigan. Through countless meetings and hours of discussion, we have come to the realization that our chances of fulfilling the Aerotropolis vision are greater if we work together. Our communities have reached consensus on the major provisions of an intergovernmental agreement that will create an Aerotropolis Development Corporation (ADC). The ADC will be charged with marketing our region, leading the implementation of a Master Design Plan to foster sustainable development, and creating a regulatory environment that is friendly to prospective businesses.

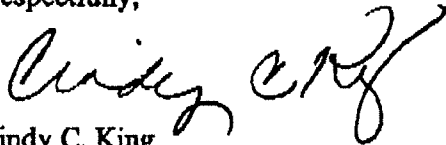
We are now asking for the support of the State of Michigan in helping us utilize our tremendous assets to bring in new business to the area around Detroit Metro and Willow Run airports. Only through aggressive incentives can we attract air commerce-oriented firms to Michigan and create a development environment that will ensure these firms remain in Michigan long into the future.

As we stand on the verge of formally institutionalizing our collaboration, and as our economy continues to struggle to redefine itself, there is a sense of urgency to act now on our vision for



the Aerotropolis. We urge the Michigan Legislature to support the passage of the Aerotropolis Bills to help ensure prosperity in our State for decades to come.

Respectfully,

A handwritten signature in black ink, appearing to read "Cindy C. King". The signature is fluid and cursive, with a large, stylized "K" at the end.

Cindy C. King  
Supervisor

Supervisor  
Ruth Ann Jamnick  
Clerk  
Brenda L. Stumbo  
Treasurer  
Larry J. Doe  
Trustees  
Jean Hall Currie  
Stan Eldridge  
David Ostrowski  
Dee Sizemore



## Supervisor's Office

7200 S. Huron River Drive  
Ypsilanti, MI 48197  
Phone: (734) 481-0617  
Fax: (734) 484-0002  
[www.twp.ypsilanti.mi.us](http://www.twp.ypsilanti.mi.us)

September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente,

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Ypsilanti Township has been working with our local partners for several years to solidify our collective vision for the Aerotropolis. We acknowledge the opportunity the Aerotropolis represents to revive our economy, provide jobs for our citizens, and to set a new precedent in regional cooperation within Michigan. Through countless meetings and hours of discussion, we have come to the realization that our chances of fulfilling the Aerotropolis vision are greater if we work together. Our communities have reached consensus on the major provisions of an intergovernmental agreement that will create an Aerotropolis Development Corporation (ADC). The ADC will be charged with marketing our region, leading the implementation of a Master Design Plan to foster sustainable development, and creating a regulatory environment that is friendly to prospective businesses.

We are now asking for the support of the State of Michigan in helping us utilize our tremendous assets to bring in new business to the area around Detroit Metro and Willow Run airports. Only through aggressive incentives can we attract air commerce-oriented firms to Michigan and create a development environment that will ensure these firms remain in Michigan long into the future.

As we stand on the verge of formally institutionalizing our collaboration, and as our economy continues to struggle to redefine itself, there is a sense of urgency to act now on our vision for the Aerotropolis. We urge the Michigan Legislature to support the passage of the Aerotropolis Bills to help ensure prosperity in our State for decades to come.

Respectfully,

Ruth Ann Jamnick, Supervisor  
Charter Township of Ypsilanti



---

City of Ypsilanti  
Office of the Mayor

September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen and Representative Clemente,

I am writing to express my full support for the Aerotropolis Legislation. This legislation is vital to making the Detroit Region Aerotropolis concept a reality, and is a crucial step in the creation of an Aerotropolis Development Corporation to serve as the unified economic development entity of the Aerotropolis region.

The city of Ypsilanti has been working with local partners for several years to solidify the collective vision for the Aerotropolis. Through countless meetings and hours of discussion, we have come to the realization that our chances of fulfilling the Aerotropolis vision are greater if we work together. Our communities have reached consensus on the major provisions of an intergovernmental agreement that will create an Aerotropolis Development Corporation (ADC). The ADC will be charged with marketing our region, leading the implementation of a Master Design Plan to foster sustainable development, and creating a regulatory environment that is friendly to prospective businesses.

We are now asking for the support of the State of Michigan in helping us utilize our tremendous assets to bring in new business to the area around Detroit Metro and Willow Run airports. Only through aggressive incentives can we attract air commerce-oriented firms to Michigan and create a development environment that will ensure that these firms remain in Michigan long into the future.

We urge the Michigan Legislature to support the passage of the Aerotropolis legislation to help ensure prosperity in our State for decades to come.

Respectfully,

Paul T. Schreiber  
Mayor, City of Ypsilanti





Ford Motor Company

Westpark Center -- Rm 305  
5111 Auto Club Dr.  
Dearborn, MI 48128

September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente:

As a member of the Aerotropolis Task Force and as a citizen of the Detroit region, I am writing to express my support for the Aerotropolis legislation that provides economic development incentives for air commerce related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative.

These bills amend five economic development statutes to provide the ADC with the tools to attract qualified Aerotropolis businesses to the Aerotropolis region. The statutes include; LDFA, Renaissance Zones, PA 198, Personal Property Tax Exemption (PA 328), and the Michigan Economic Growth Authority Act. Through the use of these incentives, the ADC, which will be formed by two counties and seven local communities, will work cooperatively to attract businesses to the region.

With the passage of this legislation, the Aerotropolis has the potential to bring 64,000 new jobs to the region and more than \$10 billion of annual economic activity. It is also projected to have a significant fiscal impact at the State, County and Local levels.

This is an opportunity to support a tangible initiative with real benefits to Michigan. There is great potential to utilize some of our region's most valuable assets in Detroit Metro and Willow Run airports. The Aerotropolis has the power to create a new image for our region and to build synergy between Detroit, Ann Arbor, and Oakland County. The availability of large amounts of land near our world-class airport system makes the region an ideal place to develop a world-class airport city similar to those in Amsterdam, Germany and Dubai.

I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Respectfully,

  
Frederick Tohey  
Executive Director  
MP&L and FCSD/NA, PS&L



17101 Michigan Avenue  
Dearborn, MI USA 48126-2736

Tel 313-441-3000  
Fax 313-441-1545

September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

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I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Sincerely,

Kouhaila G. Hammer  
President & CEO

**EASTERN**  
MICHIGAN UNIVERSITY  
*Business Education First*

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[www.cob.emich.edu](http://www.cob.emich.edu)

September 24, 2008

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Representative Clemente,

I am writing to express my support for the Aerotropolis legislation that provides economic development incentives for air commerce related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative.

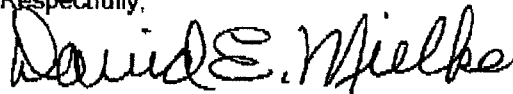
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With the passage of this legislation, the Aerotropolis has the potential to bring 64,000 new jobs to the region and more than \$10 billion of annual economic activity. It is also projected to have a significant fiscal impact at the State, County and Local levels.

This is an opportunity to support a tangible initiative with real benefits to Michigan. There is great potential to utilize some of our region's most valuable assets in Detroit Metro and Willow Run airports. The Aerotropolis has the power to create a new image for our region and to build synergy between Detroit, Ann Arbor, and Oakland County. The availability of large amounts of land near our world-class airport system makes the region an ideal place to develop a world-class airport city similar to those in Amsterdam, Germany and Dubai.

I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Respectfully,



David E. Mielke, Ph.D  
Dean



September 24, 2008

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Representative Clemente:

As a member of the Aerotropolis Marketing Committee I am writing to express my support for the Aerotropolis legislation which provides economic development incentives for air commerce related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) as well as successful implementation of the Detroit Region Aerotropolis initiative.

These bills amend five economic development statutes to provide the ADC with the tools to attract qualified Aerotropolis businesses to the Aerotropolis region. The statutes include; LDFA, Renaissance Zones, PA 198, Personal Property Tax Exemption (PA 328), and the Michigan Economic Growth Authority Act. Through the use of these incentives, the ADC, which will be formed by two counties and seven local communities, will work cooperatively to attract businesses to the region.

With the passage of this legislation, the Aerotropolis will have the "green light" to potentially attract 64,000 new jobs to the region and develop more than \$10 billion of annual economic activity. It is also projected to have a significant fiscal impact at the State, County and Local levels.

This is your chance to support a very tangible initiative with real benefits to Michigan. There is great potential to leverage some of our region's most valuable assets in Detroit Metro and Willow Run airports. The Aerotropolis has the power to create a new and overwhelmingly positive image for our region and to build synergy between Detroit, Ann Arbor, and Oakland County. The availability of large amounts of land near our world-class airport system makes the region an ideal place to develop a world-class airport city similar to those in Amsterdam, Germany and Dubai.

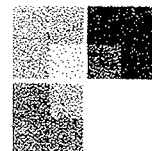
I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Sincerely yours,

Mark Beyer  
Director, Communications and Outreach  
NextEnergy

biomass  
solar  
geothermal  
hybrids  
wind  
fuel cells  
biodiesel  
ethanol  
thermal  
recovery  
hydrogen

technology  
validation  
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commercialization





Michigan Hispanic Chamber of Commerce

24445 Northwestern Highway, Suite 206 • Southfield, MI 48075 • p: 248.208.9915 • f: 248.208.9936 • www.mhcc.org

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Executive Director  
Raymond Lozano

September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente,

I am writing as an entity representing the business interests of the Hispanic community, and a citizen of the Detroit region to express my support for the Aerotropolis legislation that provides economic development incentives for air commerce related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative.

These bills amend five economic development statutes to provide the ADC with the tools to attract qualified Aerotropolis businesses to the Aerotropolis region. The statutes include:

- LDFA
- Renaissance Zones
- PA 198,
- Personal Property Tax Exemption (PA 328) and
- The Michigan Economic Growth Authority Act.

Through the use of these incentives, the ADC, which will be formed by two counties and seven local communities, will work cooperatively to attract businesses to the region. The Aerotropolis has the potential to bring 64,000 new jobs to the region and more than \$10 billion of annual economic activity with the passage of this legislation. It is also projected to have a significant fiscal impact at all levels of government.

There is great potential to utilize some of our region's most valuable assets in Detroit Metro and Willow Run airports and is an opportunity to support a tangible initiative with real benefits to Michigan. The Aerotropolis has the power to create a new image for our region and to build synergy between Detroit, Ann Arbor, and Oakland County. The availability of large amounts of land near our world-class airport system makes the region a unique and an ideal place to develop a world-class airport city similar to those in Amsterdam, Germany and Dubai.

I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Respectfully,

Raymond Lozano  
Executive Director



JENNIFER M. GRANHOLM  
GOVERNOR

STATE OF MICHIGAN  
DEPARTMENT OF TRANSPORTATION  
LANSING

KIRK T. STEUDLE  
DIRECTOR

September 25, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, Michigan 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, Michigan 48909

Dear Senator Allen & Representative Clemente:

In my role as Director of the Michigan Department of Transportation, and as a member of the Aerotropolis Task Force, I would like take a moment of your time to express my enthusiasm for pending legislation that would facilitate the success of the Aerotropolis concept in Southeast Michigan.

As you are aware, legislation has been proposed that would provide the necessary economic development tools and incentives to attract aviation and other transportation businesses, as well as related support businesses to Michigan. This legislation is an important step in the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Aerotropolis initiative. I respectfully request that you give this legislation your careful consideration and support.

This series of bills amend five economic development statutes to provide the ADC with the tools to attract businesses that support and drive active economic activity to the Aerotropolis region. The statutes include; LDFA, Renaissance Zones, PA 198, Personal Property Tax Exemption (PA 328), and the Michigan Economic Growth Authority Act. Through the use of these incentives, the ADC, which will be formed by two counties and seven local communities, will work cooperatively to attract businesses to the region.

This is an opportunity to support a true economic growth scenario for Michigan. the Aerotropolis Task Force believes that passage of this legislation has the potential to create 64,000 new jobs and generate more that \$10 billion of annual economic activity. I sincerely believe The Aerotropolis initiative is an important step toward the strengthening of the economic and transportation infrastructure of Michigan. If you have any questions, please contact either me or Rob Abent, Director of the Bureau of Aeronautics and Freights Services, at 517-335-9568.

Thank you for your time.

Sincerely,

Kirk T. Steudle  
Director



October 2, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente:

I am writing to confirm my support for the Aerotropolis legislation that provides economic development incentives for air commerce related businesses. I believe that this legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and the successful implementation of the Detroit Region Aerotropolis initiative.

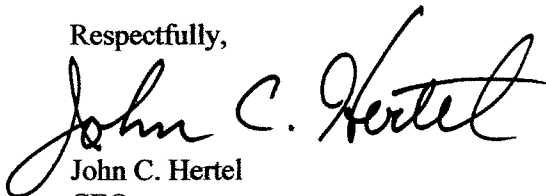
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It is my understanding that with the passage of this legislation, the Aerotropolis has the potential to bring 64,000 new jobs to the region and more than \$10 billion of annual economic activity. It is also projected to have a significant fiscal impact at the State, County and Local levels.

This is an opportunity to support a tangible initiative with real benefits to Michigan. There is great potential to utilize some of our region's most valuable assets in Detroit Metro and Willow Run airports. The Aerotropolis has the power to create a new image for our region and to build synergy between Detroit, Ann Arbor, and Oakland County. Combined with the State's promotion of alternative energy, advanced manufacturing, and New Economy jobs, the Aerotropolis concept will act to keep talented young people within Michigan while helping to export Michigan-made products to the rest of the world.

I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Respectfully,

  
John C. Hertel  
CEO  
Regional Transit Coordinating Council

John C. Hertel, CEO

Detroit Regional Mass Transit • 100 River Place • Detroit, MI 48207 Office 313 203 3333 • FAX 313 203 3346

29855 Schoolcraft Road  
Livonia, MI 48150



September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente,

As a member of the Aerotropolis Task Force and as a citizen of the Detroit region, I am writing to express my support for the Aerotropolis legislation that provides economic development incentives for air commerce related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative.

These bills amend five economic development statutes to provide the ADC with the tools to attract qualified Aerotropolis businesses to the Aerotropolis region. The statutes include; LDFA, Renaissance Zones, PA 198, Personal Property Tax Exemption (PA 328), and the Michigan Economic Growth Authority Act. Through the use of these incentives, the ADC, which will be formed by two counties and seven local communities, will work cooperatively to attract businesses to the region.

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I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Respectfully,

A handwritten signature in black ink that reads "Jennifer Shroeger".

Jennifer Shroeger  
UPS  
Vice President  
Metro Detroit District Manager  
29855 Schoolcraft Rd.  
Livonia, MI 48150



DTE Energy Company  
2000 2<sup>nd</sup> Ave., Detroit, MI 48226-1279  
Tel: 313.235.8600

**DTE Energy**



September 24, 2008

Dear Senator Allen & Representative Clemente:

On behalf of DTE Energy, I am writing to express my support for the Aerotropolis legislation. DTE Energy sees tremendous benefit in the incentives provided within this legislation to help spawn economic development and job creation in the State of Michigan.

DTE Energy has been an active supporter of the Aerotropolis concept over the past few years. Robert Buckler, President of Detroit Edison, has been an active member of the Aerotropolis Task Force since its inception. Our company believes in this initiative so strongly that we also lent one of our best strategic thinkers and program managers on a full-time basis to move the initiative forward. Marsha Ennis' involvement for the past year has helped to foster a cooperative environment between public and private stakeholders.

I am asking the Michigan Legislature to recognize the tremendous opportunity before them and support the adoption of this legislation. The Aerotropolis has the potential to create thousands of new jobs for Michigan residents and truly reflects Michigan's embracement of the New Economy. Our airports are now among the best in the world, so it is time to take advantage of these assets in the same way as Louisville, Memphis, and Amsterdam. Only through strong support from our leadership in Lansing can we all realize the profound benefits that this will have for Michigan's future.

Sincerely,

A handwritten signature in black ink, reading "Anthony F. Earley, Jr." The signature is fluid and cursive, with the first and last names being more prominent.

Anthony F. Earley, Jr.

AFE:bw

**Robert J. Buckler**  
President and Chief Operating Officer  
Detroit Edison

2000 2nd Ave., Detroit, MI 48226-1279  
Tel: 313.235.8774

**DTE Energy**



September 26, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen and Representative Clemente:

As a member of the Aerotropolis Task Force and as a citizen of the Detroit region, I am writing to express my support for the Aerotropolis legislation that provides economic development incentives for air commerce-related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative.

These bills amend five economic development statutes to provide the ADC with the tools to attract qualified Aerotropolis businesses to the Aerotropolis region. The statutes include: LDFA, Renaissance Zones, PA 198, Personal Property Tax Exemption (PA 328), and the Michigan Economic Growth Authority Act. Through the use of these incentives, the ADC, which will be formed by two counties and seven local communities, will work cooperatively to attract businesses to the region.

With the passage of this legislation, the Aerotropolis has the potential to bring 64,000 new jobs to the region, and more than \$10 billion of annual economic activity. It is also projected to have a significant fiscal impact at the State, County and Local levels.

This is an opportunity to support a tangible initiative with real benefits to Michigan. There is great potential to utilize some of our region's most valuable assets in the Detroit Metro and Willow Run Airports. The Aerotropolis has the power to create a new image for our region and to build synergy between Detroit, Ann Arbor and Oakland County. The availability of large amounts of land near our world-class airport system makes the region an ideal place to develop a world-class airport city similar to those in Amsterdam, German and Dubai.

I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward and build a better future for our citizens.

Respectfully,





**New York Life Insurance Company**  
2000 Town Center  
Suite 1200  
Southfield, MI 48075  
Bus. 248 357 8924 Cel. 313 999 2070  
Fax 248 352 3713  
kkachigian@ft.newyorklife.com

September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

**Kevin Kachigian**  
Agent

*The Company You Keep®*

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente,

As a member of the Aerotropolis Task Force and as a citizen of the Detroit region, I am writing to express my support for the Aerotropolis legislation that provides economic development incentives for air commerce related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative.

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I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Respectfully,

Kevin Kachigian  
Financial Services Professional  
Cell (313) 999-2070



September 25, 2008

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Representative Clemente:

The Detroit Regional Chamber supports legislation before you that would provide tax incentives for air commerce related businesses around Detroit Metropolitan Airport. **We believe development of the Aerotropolis is one of many vital transportation related projects necessary to carry out our TranslinkeD vision which would transform our region into a world class logistics hub.** Other necessary projects include completion of a new border crossing to Canada, operation of a Detroit Intermodal Freight Terminal, passenger rail service, improvement of the Port of Detroit to accept Short Sea Shipping freight, and a larger rail tunnel to Canada that can accommodate double-stack rail cars.

This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative. Through the use of these incentives, the ADC, which will be formed by two counties and seven local communities, will work cooperatively to attract businesses to our area.

With the passage of this legislation, the Aerotropolis has the potential to bring 64,000 new jobs to the region and more than \$10 billion of annual economic activity. It is also projected to have a significant fiscal impact at the State, County and Local levels.

This is an opportunity to support a tangible initiative with real benefits to Michigan. There is great potential to utilize some of our region's most valuable assets in Detroit Metro and Willow Run airports. The Aerotropolis has the power to create a new image for our region and to build synergy between Detroit, Ann Arbor, and Oakland County. The availability of large amounts of land near our world-class airport system makes the region an ideal place to develop a world-class airport city similar to those in Amsterdam, Germany and Dubai.

We urge you to support this legislation as a step toward transforming our region into a world class logistics hub.

Sincerely,

Richard E. Blouse, Jr.  
President & CEO

Headquarters  
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Detroit, Michigan 48232-0840  
313.964.4000

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P.O. Box 65093  
Washington, D.C. 20037  
202.467.0069

*P V S Chemicals, Inc.*

*10900 Harper Avenue  
Detroit, Michigan 48219*

*James B. Nicholson*

*President*

313-921-1200

September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente,

As a member of the Aerotropolis Task Force and as a citizen of the Detroit region, I am writing to express my support for the Aerotropolis legislation that provides economic development incentives for air commerce related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative.

These bills amend five economic development statutes to provide the ADC with the tools to attract qualified Aerotropolis businesses to the Aerotropolis region. The statutes include LDFA, Renaissance Zones, PA 198, Personal Property Tax Exemption (PA 328), and the Michigan Economic Growth Authority Act. Through the use of these incentives, the ADC, which will be formed by two counties and seven local communities, will work cooperatively to attract businesses to the region.

With the passage of this legislation, the Aerotropolis has the potential to bring 64,000 new jobs to the region and more than \$10 billion of annual economic activity. It is also projected to have a significant fiscal impact at the State, County and Local levels.

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I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Respectfully,

*James B. Nicholson*  
James B. Nicholson

KIM SCHATZEL  
DEAN



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Dearborn, MI 48126-2638  
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schatzel@umd.umich.edu  
<http://www.som.umd.umich.edu/>

September 24, 2008

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

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I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Respectfully,

A handwritten signature in black ink that reads 'Kim Schatzel'. The signature is written in a cursive, flowing style.

Kim Schatzel, Ph.D.  
Dean

**CLIENT FOCUSED SOLUTIONS**

COLE FINANCIAL SERVICES, Inc. Since 1983

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September 24, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

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I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Respectfully,

Patricia A. Cole  
President/CEO

**"We Measure Performance"**



MICHIGAN  
BUSINESS &  
PROFESSIONAL  
ASSOCIATION

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PHONE 586.393.8800 • FAX 586.393.8810 • WEB WWW.MICHBUSINESS.ORG

FOR YOUR INFORMATION

September 25, 2008

Senator Jason Allen  
Michigan Senate  
PO Box 30036  
Lansing, MI 48909

Dear Senator Allen:

As a member of the Aerotropolis Task Force and as a citizen of the Detroit region, I am writing to express my support for the Aerotropolis legislation that provides economic development incentives for air commerce related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative.

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I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Respectfully,  


Edward Deeb  
President and CEO



# City of Romulus

**ALAN R. LAMBERT**  
Mayor

ADMINISTRATIVE and LEGISLATIVE OFFICES  
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**LINDA R. CHOATE**  
Clerk  
(734) 942-7540 FAX (734) 942-7592

**PAMELA MORRISON-KERSEY**  
Treasurer  
(734) 942-7580 FAX (734) 941-5541

September 22, 2009

The Honorable Pam Byrnes  
Speaker Pro Tem of the Michigan House of Representatives  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909-7514

Dear Speaker Pro Tem Byrnes,

For the City of Romulus and our citizens, the Detroit Region Aerotropolis project offers an exciting opportunity to attract new jobs and investments to Michigan, especially to communities throughout southeast Michigan and along the corridor from downtown Detroit to Ann Arbor and beyond.

Legislation before your committee, House Bills 5346-5351, will give the Aerotropolis project as well as other similar projects across Michigan the resources they need to attract new investments, new economic development and new jobs to our state.

**For these reasons, the City of Romulus supports these bills and further invites the Legislature to act quickly to pass this legislation, the Next Michigan Development Act, because of its ability to give Michigan a unique and long-lasting advantage in an increasingly competitive and fast-moving global economy.**

Romulus joins our regional partners on the Aerotropolis Task Force, as well as communities throughout Michigan, in thanking you and your committee for the work you have done on this issue. As you know, estimates indicate that the Aerotropolis project could potentially bring \$10 billion and more than 60,000 jobs every year to Michigan. These are revenues and jobs that our state and citizens need in these tough economic times. We must act quickly to bring them to Michigan.

For Romulus and our neighbors in southeast Michigan, the legislation before your committee will give us the support we need to develop local assets and make our region more attractive to businesses and investments from around the world. The NMDA legislation helps local communities because it provides critical incentives to develop land, property, infrastructure and more, including distressed assets, that can serve the multiple purposes of attracting new businesses in addition to strengthening our communities.

**WILLIAM J. WADSWORTH**  
Councilman

**RANDOLPH GEAR**  
Mayor Pro Tem

**LEROY D. BURCROFF**  
Councilman

**WILLIAM A. CROVA**  
Councilman

**ELLEN CRAIG-BRAGG**  
Councilwoman

**JOHN BARDEN**  
Councilman

**HARRY CROUT**  
Councilman

# *City of Romulus*

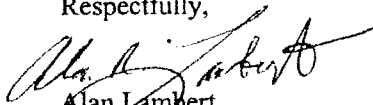
Under the NMDA, tax abatements and incentives can be offered to a broader range of companies to attract more investments and generate more jobs. It provides greater flexibility so local communities can undertake more projects, including infrastructure projects, that offer economic benefits. It also encourages regional cooperation, reducing red tape and making Michigan a more attractive place to do business.

**Michigan is in a fight for jobs. The NMDA legislation is a critical tool that can give our state an advantage in the race for new investments, economic development projects and much-needed jobs.**

I ask that you support House Bills 5346-5351 and give Michigan a powerful economic development tool that can grow jobs and help build a stronger future for our citizens.

Thank you.

Respectfully,



Alan Lambert  
Mayor of Romulus

Xc: Raymond Basham, State Senator  
Douglas Geiss, State Representative  
Romulus City Council  
Marsha Ennis, Aerotropolis Coordinator  
Robert Ficano, Wayne County Executive  
Robert Guenzel, Washtenaw County Administrator  
Elke Doom, Huron Township  
Cameron Priebe, Taylor  
Paul Schreiber, Ypsilanti  
Brenda Stumbo, Ypsilanti Township  
Richard Smith, Belleville  
Paul White, Van Buren Township

# CLARK HILL

PLC

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www.clarkhill.com

Reginald M. Turner, Jr.  
Phone: (313) 965-8318  
E-Mail: rturner@clarkhill.com

September 30, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Senator Allen & Representative Clemente,

As a member of the Aerotropolis Task Force and as a citizen of the Detroit region, I am writing to express my support for the Aerotropolis legislation that provides economic development incentives for air commerce related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative.

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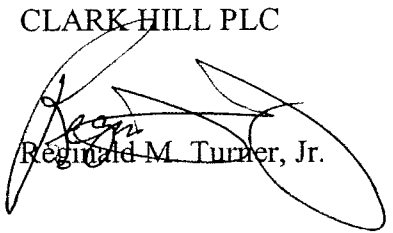
September 30, 2008

Page 2

I ask that you and your colleagues adopt the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Very truly yours,

CLARK HILL PLC



Reginald M. Turner, Jr.

RMT:prp

cc: Marsha Ennis  
Dorothy Hatch



October 9, 2008

Senator Jason Allen  
Michigan Senate  
P.O. Box 30036  
Lansing, MI 48909

Representative Ed Clemente  
Michigan House of Representatives  
P.O. Box 30014  
Lansing, MI 48909

Dear Jason and Ed:

I am writing to express my support for the Aerotropolis legislation that provides economic development incentives for air commerce-related businesses. This legislation is vital to the development of the Aerotropolis Development Corporation (ADC) and successful implementation of the Detroit Region Aerotropolis initiative.

These bills amend five economic development statutes to provide the ADC with the tools to attract qualified Aerotropolis businesses to the Aerotropolis region. The statutes include; LDFA, Renaissance Zones, PA 198, Personal Property Tax Exemption (PA 328), and the Michigan Economic Growth Authority Act. Through the use of these incentives, the ADC, which will be formed by two counties and seven local communities, will work cooperatively to attract businesses to the region.

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This is an opportunity to support a tangible initiative with real benefits to Michigan. There is great potential to utilize some of our region's most valuable assets in Detroit Metro and Willow Run airports. The Aerotropolis has the power to create a new image for our region and to build synergy between Detroit, Ann Arbor, and Oakland County. Combined with the State's promotion of alternative energy, advanced manufacturing, and New Economy jobs, the Aerotropolis concept will act to keep talented young people within Michigan while helping to export Michigan-made products to the rest of the world.

As you may know, I have been working – and writing – on this issue for a number of years. When I mention the topic at community conversations sponsored by the Michigan's Defining Moment public engagement campaign, the Aerotropolis idea always is greeted with enthusiasm, often coupled with questions about why it has taken so long

The Center for Michigan  
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to get such an obviously good idea off the ground. Of all the economic development projects being talked about in Michigan these days, the Aerotropolis certainly has the best chance of producing tens of thousands of jobs over the relatively near term.

I respectfully ask that you and your colleagues adopt promptly the Aerotropolis legislation so that we can revive the Michigan economy, move the Aerotropolis vision forward, and build a better future for our citizens.

Sincerely,

Philip H. Power  
President

Cc: Doug Rothwell  
John Rakolta  
Bob Ficano